

THE HOTEL MONTHLY BY JOHN WILLY

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	Page
Complete Index January Issue..	2
Advertising Index	3-4
Editorial	19
Hotel a Community of Nations..	19
Better Country Hotels	20
Omit Use of Word Hotel?.....	23
Passing of Boyd Pantlind.....	25
The Pickwick Arms, Greenwich.	26
The Bon Air-Vanderbilt.....	28
Hotel Manchester of Middletown	30
The Kirkpatrick of Oklahoma City	33
M. K. O.'s Eleventh Annual.....	34
Ohio Ass'n's 29th Annual.....	39
Youngstown, Ohio, Notes.....	41
What They Say.....	44
C. E.'s All-Electric Kitchen.....	45
"Rip" Chocolate Shop.....	50
Store Room Accounting Forms..	55
Country Hotel of 1940.....	58
About Hotel Men.....	84
New and Remodeled Hotels.....	86

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Index to The Hotel Monthly for January, 1923

About hotel men.....	84	Insurance, successful experiment in hotel mutual.....	32
Apples featured on N. P. R. R.....	52	Illustrated menu cards.....	52
Astor Hotel, N. Y., improvements.....	62	Ketchum buys Tulsa Hotel.....	65
Association notes.....	42	King sells Savoy, Seattle.....	33
Ballard School, institutional management course in.....	49	Kirkpatrick Hotel of Oklahoma City.....	33
Better country hotels.....	20	Kitchen, Commonwealth Edison's, all-electric.....	45
Bon Air-Vanderbilt of Augusta, Ga.....	28	Light and power, a question of.....	35
Breakfasts, club, on B. & O.....	52	Liquor problem, effective regulation solves.....	22
Business notes.....	92-94-96-99	Manchester Hotel of Middletown, Ohio.....	30
Candied preserved figs, recipe for.....	71	Missouri-Kansas-Oklahoma's eleventh annual.....	34
Canned foods menu, a.....	22	Mother Goose fairies at Texas banquet.....	42
Carruthers in hands of friends.....	61	New and remodeled hotels.....	86
Commonwealth Edison's all-electric kitchen.....	45	Ohio Hotel Association's twenty-ninth annual.....	39
Community of nations, hotel a.....	19	Obituary.....	68
Country hotels, better.....	20	Open for discussion.....	80
Dehydration for food conservation.....	72	Pantlind, Boyd, a tribute to.....	44
Diners, all all-steel on the Pennsylvania.....	51	Pantlind, J. Boyd, the passing of.....	25
Dutton's simplified storeroom accounting.....	55	Pantry menus, some.....	51
Eat soup; drink bouillon.....	51	Permit issued for 3,000-room hotel.....	25
Editorial.....	19	Pellow, Mr., an inventor.....	51
Electrification of Camp Curry.....	66	Pickwick Arms of Greenwich, Conn.....	26
Epilepsy employees, education for.....	64	Plans, Bon Air-Vanderbilt of Augusta.....	29
Floor scrubbing machine, improvement in.....	99	Portrait, Nickels, W. G.....	41
Golf course, Bon Air-Vanderbilt.....	29	Portrait, Sweet, Jno. S.....	37
Good hotels benefit town.....	44	Portrait, Weisberg, Andrew C.....	43
Grand Canyon, how not to see.....	24	"Rip" Chocolate Shop, the, Youngstown, O.....	50
Grand Canyon, to hop across the.....	65	Roth, Mr., would omit use of word hotel.....	23
Grand Rapids, early days in (Hayes).....	44	Serve-self counter, the North American Restaurant.....	49
Greeters to have great tour.....	43	Smoked meats and margarine.....	37
Guests, percentage from different zones, estimate.....	24	Storeroom accounting forms, Albany Hotel.....	55
Hamilton heads Fresno hotel.....	33	Tod House candy shop, Youngstown, O.....	50
Hart, Senator, of California, honored.....	66	Tourist travel, for the promotion of.....	68
Hot chocolate urn, a.....	92	Von der Lin, Valentine, maitre d'hotel the Drake.....	48
Hotel advertising, better.....	68	Wallick to build in Toledo.....	61
Hotel a community of nations.....	19	Welcome Stranger.....	32
Hotel Monthly appreciated.....	22	What is a hotel?.....	34
Hotel Astor improvements.....	62	Windsor Hall in Montreal's Windsor Hotel.....	75
Hotel, Mr. Roth would omit use of word.....	23	Workmen's compensation, Ohio.....	40
Hotel training school, value of proposed.....	78	Youngstown, Ohio, notes.....	41
Index to Volume 30, of Hotel Monthly, 1922.....	53		

Architects	
H. L. Stevens & Co.....	100
Baggage and Key Checks, etc.	
W. W. Wilcox Mfg. Co.....	120
Fred W. Wilcox.....	96
Bakery Outfits	
Read Machinery Co.....	72
Banquetier Rings	
Zoia Banquetier Co.....	95
Bread Crumber, The Lee	
Goodell Company	93
Bread Slicers	
G. S. Blakeslee & Co....9 and	73
John E. Smith's Sons Co.....	66
Butchers	
Irwin Brothers	98
Cans, Garbage, etc.	
Witt Cornice Co.....	78
Casters	
Jarvis & Jarvis.....	94
Chair Glides	
S. Andrews	100
Checking System	
The Lock Stub Check Co.....	93
Checks, Restaurant	
Poole Bros.	89
China, Cooking	
Hall China Co.....	69
China, Glass, Silver	
Albert Pick & Co.....	6-7
Coffee and Tea	
Stewart & Ashby.....	64
Cook Books	
John Willy	115
Cooks' Jackets, Aprons, etc.	
Angelica Jacket Co.....	Cover
Cutlery Renovators	
Dilg Mfg. & Trading Co.....	101
Dish Handling Systems	
Samuel Olson & Co.....	79
Dishwashing Machines	
Colt's Pat. Fire Arms Mfg. Co. 14	
Crescent Washing Mach. Co.. 76	
G. S. Blakeslee & Co....9 and 73	
Fearless Dishwasher Co.....	90
Dish Cart	
Jarvis & Jarvis.....	94
Wheel Tray Co.....	98
Dispenser, Lard, Oil, etc.	
E. W. Dibble.....	92
Egg Boiler	
Espy Curtis & Co.....	97
Perfect Auto Egg Timer Co.. 99	
Employment Agents	
Brierly Company	118
Chicago Employment Agency..118	
Lewis Hotel Training School..15	
Finance, Hotel	
Hockenbury System	102
Furniture	
Berkey & Gay Furniture Co.. 94	
Furniture, Bed Room	
John Widdicomb Co.....	97
Sligh Furniture Co.....	16
Grocers, Wholesale	
John Sexton & Co.....	8
Hotel Blank Books	
Johnson & Quin.....	17
Hotels	
(See index on page 4.)	
.....Cover II, 102 to 114	
Hotel Bookkeeping System	
E. Clarenbach	95
Hotel Brokers	
Fulton-Tarr Co.....	103
Ralph E. Lawlor.....	103
P. H. Reed & Co.....	118
W. A. Wallick.....	118
Hotel China	
Hall China Co.....	69

Advertising Index

For Alphabetical List of Advertisers, See Page 4

The advertising pages of THE HOTEL MONTHLY reflect dependable firms. It has always been the policy of THE HOTEL MONTHLY to invite to its columns only firms of good repute and with ability to fill orders according to specifications. We refuse advertising of a questionable nature.

Hotel Racks	
J. R. Dumont.....	97
Hotel Registers	
American Hotel Register Co..102	
Kitchen Specialties	
G. S. Blakeslee & Co....9 and 73	
Roberts Portable Oven Co.... 70	
John Van Range Co.....12-13	
Ice Crushers	
H. S. B. W.—Cochrane Corp..118	
Knife Cleaning Machines	
Dilg Mfg. & Trading Co.....	101
Knife Polishing Machines	
Ernst Koeppen	98
Kotex	
Cellucton Products Co.....	119
Laundry Machinery	
American Laundry Mchy. Co.. 67	
Troy Laundry Mchy. Co..Cover	
Linens	
R. W. Eyster Linen Co.....	97
Albert Pick & Co.....	6-7
Lunch Room & Cafeteria Outfitters	
Burton Range Co.....	68
John Van Range Co.....	12-13
Marking Machines	
National Marking Machine Co. 89	
Meat Choppers	
John E. Smith's Sons Co.....	66
Meats	
Libby, McNeill & Libby.....	100
Morris & Co.....	119
Menus	
The Allis Press.....	102
Schultz Printing Works.....	75
Mixing Machines, Kitchen	
Century Machinery Co.....	77
Hobart Mfg. Co.....	81
Read Machinery Co.....	72
Paper Cups	
Individual Drinking Cup Co.. 71	
Parer, Apple	
Goodell Co.	93
Peelers, Vegetable	
Josiah Anstice & Co.....	87
Pie Marker	
Standard Pie Marker Co.....	94
Plumbing Fixtures	
Crane Co.....	63
Portable Bake Ovens	
Hubbard Oven Co.....	81
Roberts Portable Oven Co.... 70	
Printing Outfits	
Barnhart Bros. & Spindler.....	100
Prunes and Apricots	
California Prune & Apricot Growers, Inc.	85
Pyrometers	
Roberts Portable Oven Co.... 70	
Ranges and Kitchen Outfits	
Albert Pick & Co.....	6-7
Burton Range Co.....	68
Wrought Iron Range Co.... 74	
John Van Range Co.....	12-13
Zahner Manufacturing Co.... 70	
Refrigerating Machinery	
American Carbonic Mach. Co.. 86	
Refrigerators	
"Dry-Kold" Refrigerator Co..100	
Jewett Refrigerator Co..... 1	
Ligonier Refrigerator Co..... 80	
McCray Refrigerator Co..... 82	
C. Schmidt Co.....	95
Scales, Portable	
Fairbanks Scales	84
School, Hotel Training	
Lewis Hotel Training School..15	
Shortening, "Crisco"	
Proctor & Gamble Co.....	87
Silver Burnishing Machine	
American Laundry Mchy. Co.. 67	
Silverware	
Reed & Barton.....	65
The Gorham Co.....	95
R. Wallace & Sons Mfg. Co.... 17	
International Silver Co..... 2	
Silverware Repairer	
Chas. A. Allen Plating Co.....	118
Subveyor	
Samuel Olson & Co.....	79
Table Cloths, etc	
Rosemary Mfg. Co.....	11
Toaster, Automatic Electric	
Waters-Genter Co.....	96
Towels	
Cannon Mills, Inc.....	5
Uniforms	
Angelica Jacket Co.....	Cover
Upholstered Furniture	
S. Karpén & Bro.....	89
Urns, Coffee	
Berle Mfg. Co.....	83
Vacuum Bottles	
Icy-Hot Bottle Co.....	98
Vacuum Cleaners	
Landers, Frary & Clark.....	88
Wagons, Service	
Jarvis & Jarvis.....	94
Wheel Tray Co.....	98
Washing Powders	
J. B. Ford Co.....	10
Water Softener	
Wayne Tank & Pump Co.... 99	
CUTLERY RENOVATORS	
Dilg Manufacturing & Trading Co., 27 East 125th St., N. Y.	

Advertising Index

Advertisers are Listed on Page 3
According to Classification

Allen Plating Co., Chas. A.....	118
Allis Press, The.....	102
American Carbonic Mach. Co..	86
American Hotel Register Co....	102
American Laundry Machry. Co.	67
Andrews, S.....	100
Angelica Jacket Co.....	Cover
Anstice & Co., Josiah.....	87
Barnhart Bros. & Spindler.....	100
Berkey & Gay Furniture Co.....	94
Berle Manufacturing Co.....	83
Blakeslee & Co., G. S.....	9 and 73
Brierly Employment Broker.....	118
Burton Range Co.....	68
California Prune and Apricot Grovers, Inc.	85
Cannon Mills, Inc.....	5
Cellucotton Products Co.....	119
Century Machine Co.....	77
Chicago Employment Agency.....	118
Clarenbach, Ernst.....	95
Cochrane Corp., H. S. B. W.....	118
Colt's Pat. Fire Arms Mfg. Co..	14
Crane Co.....	63
Crescent Washing Machine Co..	76
Curtis & Co., Espy.....	97
Dibble, E. W.....	92
Dilg Mfg. & Trading Co.....	101
Dumont, J. R.....	97
"Dry-Kold" Refrigerator Co.....	103
Eyster Linen Co., R. W.....	97
Fairbanks Scales.....	84
Fearless Dishwasher Co.....	90
Ford Co., The J. B.....	103
Fulton-Tarr Brokerage Co.....	103
Goodell Co.....	93
Gorham Co., The.....	95
Hall China Co.....	69
Hobart Mfg. Co.....	81
Hockenbury System.....	102
Hubbard Oven Co.....	81
Icy-Hot Bottle Co.....	98
Individual Drinking Cup Co.....	71
International Silver Co.....	2
Irwin Brothers.....	98
Jarvis & Jarvis.....	94
Jewett Refrigerator Co.....	1
Johnson & Quin.....	17
Karpen & Bros., S.....	89
Koeppen, Ernst.....	98
Landers, Frary & Clark.....	88
Lawlor, R. E.....	103
Lewis Hotel Training Schools..	15
Libby, McNeill & Libby.....	100
Ligonier Refrigerator Co.....	80
Lock-Stub Check Co.....	93
McCray Refrigerator Co.....	82
Morris & Co.....	119
National Marking Machine Co..	89
Olson & Co., Samuel.....	79
Perfect Auto Egg Timer.....	99

Pick & Co., Albert.....	6-7
Poole Bros.....	89
Proctor & Gamble Co.....	87
Read Machinery Co.....	72
Reed & Barton.....	65
Reed & Co., P. H.....	118
Roberts Portable Oven Co.....	70
Rosemary Mfg. Co.....	11
Schmidt Co., The C.....	95
Schultz Printing Works.....	75
Sexton & Co., John.....	8
Sligh Furniture Co.....	16
Smith's Sons Co., John.....	66
Standard Pie Marker Co.....	94
Stevens & Co., H. L.....	100
Stewart & Ashby.....	64
Troy Laundry Mach. Co.....	Cover
Van Range Co., The John.....	12-13
Wallace & Sons Mfg. Co., R.....	17
Wallick, W. A.....	118
Waters-Genter Co.....	96
Wayne Tank & Pump Co.....	99
Wheel Tray Co.....	98
Widdicomb, John, Co.....	97
Wilcox, Fred W.....	96
Wilcox Mfg. Co., W. W.....	120
Witt Cornice Co.....	78
Wrought Iron Range Co.....	74
Zahner Mfg. Co.....	70
Zoia Banquetier Co.....	95

Denver—Albany.....	105
Detroit—Statler.....	111
Edmonton, Alta.—Macdonald.....	114
Erie, Pa.—Lawrence.....	114
Evanston, Ill.—North Shore.....	103
Evansville, Ind.—McCurdy.....	108
Flint, Mich.—Durant.....	114
Green Bay, Wis.—Beaumont.....	113
Hamilton, Can.—Royal Connaught.....	114
Harrisburg, Pa.—Penn-Harris.....	114
Hartford, Conn.—Bond.....	111
Indianapolis—Lincoln.....	108
Kansas City—Baltimore.....	108
Coates.....	105
Muehlebach.....	108
Savoy.....	105
La Salle, Ill.—Kaskaskia.....	105
Lincoln, Neb.—Lincoln.....	103
Mason City, Ia.—Hanford.....	106
Memphis—Chisca.....	112
Gayoso.....	112
Peabody.....	112
Milwaukee—Martin.....	113
Medford.....	113
Minneapolis—Curtis.....	113
Dyckman.....	109
Montreal, Can.—Mount Royal.....	114
Newark, N. J.—Robert Treat.....	114
New Orleans—Grunewald.....	113
New York City—Ansonia.....	112
Belmont.....	112
Biltmore.....	112
Commodore.....	112
Latham.....	112
Murray Hill.....	112
Pennsylvania.....	111
Niagara Falls, Can.—Clifton.....	114
Omaha—Conant.....	102
Fontenelle.....	103
Henshaw.....	102
Sanford.....	102
Ottawa, Ont.—Chateau Laurier.....	114
Peoria, Ill.—Jefferson.....	111
Pine Bluff, Ark.—Pines.....	111
Portland, Ore.—Multnomah.....	111
Port Arthur, Ont.—Prince Arthur.....	114
Rochester, N. Y.—Rochester.....	114
Seneca.....	114
Rockford, Ill.—Nelson.....	111
Rock Island, Ill.—Como.....	109
Salt Lake City—Utah.....	113
San Antonio, Tex.—Gunter.....	113
San Francisco—St. Francis.....	110
Scottsbluff, Neb.—Lincoln.....	103
Sioux City, Iowa—Martin.....	103
Sioux Falls, S. D.—Carpenter.....	103
Cataract.....	103
South Bend, Ind.—Oliver.....	110
Spokane, Wash.—Davenport.....	109
Springfield, Ohio—Shawnee.....	108
St. Joseph, Mo.—Robidoux.....	109
St. Louis—Jefferson.....	109
Maryland.....	110
Statler.....	111
Stevens Point, Wis.—Whiting.....	110
Syracuse, N. Y.—Onondaga.....	114
Terre Haute, Ind.—Deming.....	113
Toronto, Can.—King Edward.....	114
Walker House.....	114
Trenton, N. J.—Stacey-Trent.....	114
Utica, N. Y.—Utica.....	114
Waterloo, Ia.—Russell-Lamson.....	109
Windsor, Can.—Prince Edward.....	114
Winnipeg, Man.—Fort Garry.....	114
Worcester, Mass.—Bancroft.....	114

Leading Hotels

Who Advertise in this Issue of
The Hotel Monthly

Akron, Ohio—Portage.....	114
Albany, N. Y.—Ten Eyck.....	114
Boise, Idaho—Owyhee.....	114
Brandon, Man.—Prince Edward.....	114
Buffalo—Broezel.....	111
Statler.....	111
Cedar Rapids, Iowa—Montrose.....	103
Chicago—Atlantic.....	104
Blackstone.....	104
Brevort.....	104
Chicago Beach.....	105
Drake.....	104
Embassy.....	107
Fort Dearborn.....	104
Hayes & Annex.....	105
La Salle.....	Cover 11
Morrison.....	106
Palmer.....	105
Sheridan-Plaza.....	104
Sherman.....	104
Windermere.....	105
Cincinnati—Gibson.....	110
Sinton.....	109
Cleveland—Cleveland.....	111
Statler.....	111
Columbus, Ohio—Chittenden.....	113
Dallas, Tex.—Jefferson.....	113
Davenport, Ia.—Blackhawk.....	106
Davenport.....	106
Decatur, Ill.—Orlando.....	108
Des Moines, Ia.—Ft. Des Moines.....	106
Savery, III.....	106



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No. 790. A luxurious extra heavy turkish towel made of 2-ply yarns to suit the requirements of the most discriminating hotels. Name woven in lots as small as 50 dozen.

YOU will soon find it hanging in each of the Hotel Cleveland's thousand rooms—the Cannon Turkish Name Towel No. 790.

This is a new towel recently added to the Cannon line. It is one of the finest woven name towels made. It is expressly intended for those hotels that want an ultra-fine towel at the lowest possible price consistent with quality.

The fact that Cannon Towels are selected by such hotels as the Cleveland, Blackstone, Drake, United Hotels and Vanderbilt is adequate proof of their superiority.

The fact that The Cannon Manufac-



A New Ultra-Fine Turkish Name Towel at a Moderate Price

turing Company has the world's greatest facilities for producing towels, makes lowest prices possible.

And, regardless of what a hotel may wish to pay, the Cannon line is so varied that suitable name towels may be selected at satisfactory prices.

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CANNON TOWELS

WOVEN WITH YOUR NAME

Quality that



*Ask for Book N92
on Restaurant Cafe-
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Room Installations—
also Book N90 of
Kitchen Installations.*

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The World's

brought confidence

THE Britling Cafeteria Company used Pix Master-Made Equipment in this beautiful Atlanta Cafeteria. No wonder they later chose it for the Dallas unit of their chain. Still less wonder that they have selected it for the new four-floor cafeteria, now under construction at Memphis. Britling's know the economy of using only the best.



PICK & COMPANY

RANDOLPH STREET, CHICAGO

Leading Equipment House

To Our Friends and Patrons

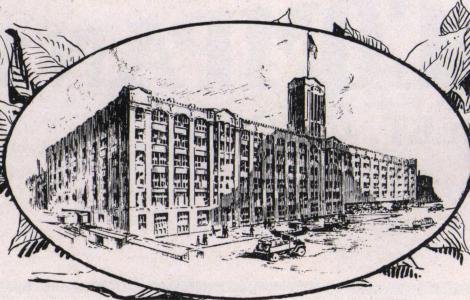
ANOTHER year ends—and opens—in our association with you. The fact that 1922 is our thirty-ninth year of service to many of you indicates a bond of loyalty for which we are deeply appreciative. It has been a year of many difficulties but of steady and fundamental progress in business. Trade conditions have required extra patience on your part and extra effort on ours. The freight car situation in particular has made it beyond human capacity to serve you at times just as promptly as we wished. Always, however, we did our best, and we are particularly gratified at having been able again to make 100% complete deliveries on advance canned food orders. More and more leading institutions of the United States are coming to appreciate this very real service which we render them, due to our large volume, wide distribution and complete facilities.

1923 opens our fortieth year in business. It is a long record of service, and you may be sure everything within our power will be done to maintain it an honorable record.

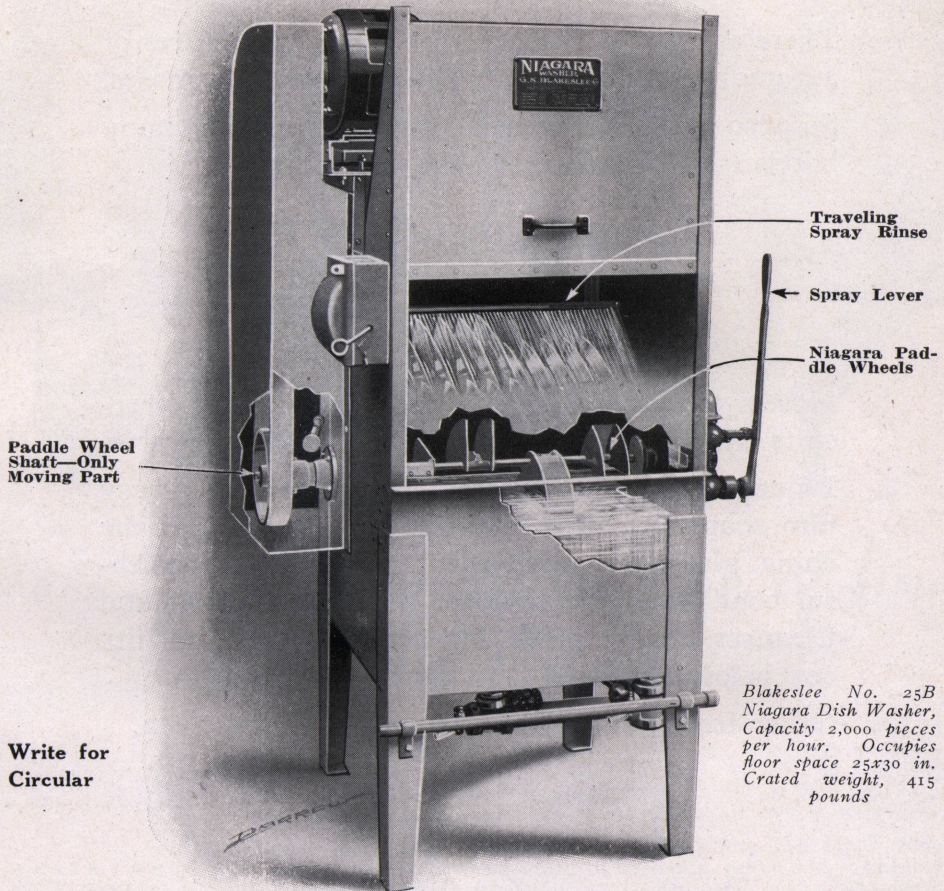
Leading Suppliers to Institutions
Largest Distributors of No. 10 Canned Goods

JOHN SEXTON & CO.

WHOLESALE GROCERS ~ Chicago



A Small, Compact Dish Washer that Washes Dishes Clean



Write for
Circular

Blakeslee No. 25B
Niagara Dish Washer,
Capacity 2,000 pieces
per hour. Occupies
floor space 25x30 in.
Crated weight, 415
pounds

Blakeslee No. 25B Niagara Dish Washer

Embodied in this simple, compact machine is the same "Niagara Washing Principle" that has made Blakeslee Niagara Dish Washers the standard by which dish washers are judged. The No. 25B Niagara has remarkable dish-washing capacity for the floor space occupied, and will wash and rinse dishes sanitarily clean by means of our Niagara water paddles which create a "Niagara-like" deluge

that quickly strips all grease and food from the dishes. The rinsing is thoro and is accomplished by means of a traveling spray operated by lever located on the right hand side of machine.

Like all other Blakeslee Built Kitchen Labor Savers the No. 25B Niagara is mechanically very simple, there being only two bearings used, and they are bronze, located above the water level, and are lubricated from the outside by compression grease cups.

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208 South Spring Street, Los Angeles

CICERO, ILLINOIS
Canadian Factory, Sarnia, Ontario

Mrs. Blakeslee Niagara Dish Washers, Liberty Bread Slicers & other Kitchen Labor Savers

A Reason

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So also there are special reasons why so many hotels have standardized the use of



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Its use eliminates the common trouble with greasy film, soapy and other offensive odors, and leaves the china, glassware, and cutlery in a sanitary, healthful condition. Wyandotte Sanitary Cleaner and Cleanser always gives dependable results, and its cost is low compared to its efficiency.

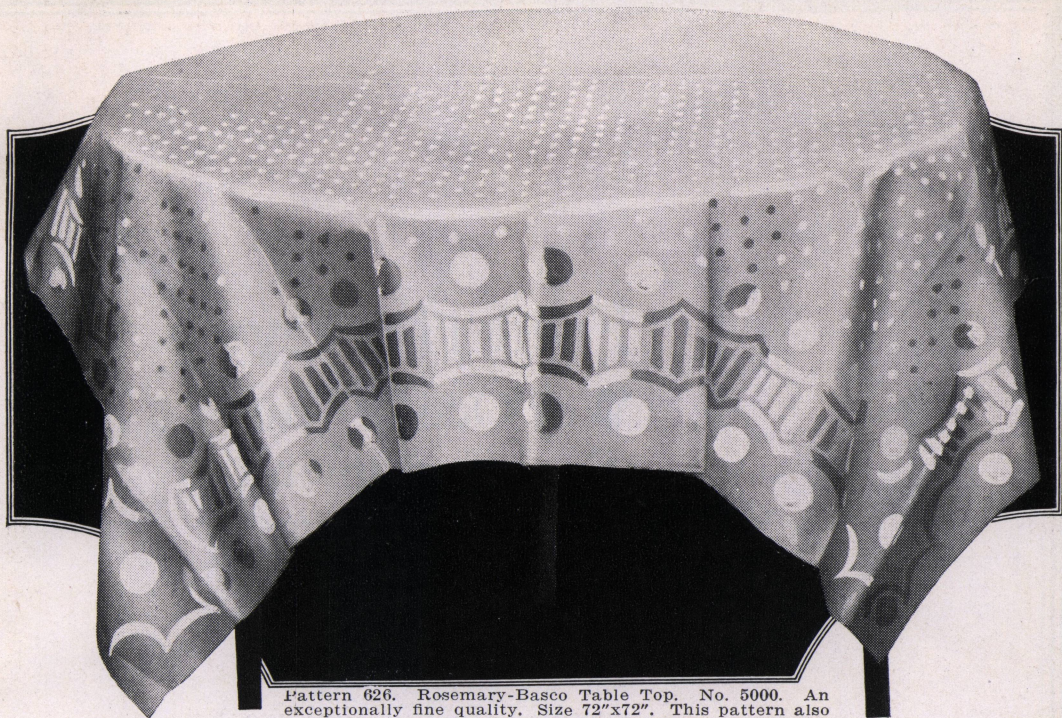
Order from your supply house. It cleans clean.

Indian in Circle



In Every Package

The J. B. Ford Co., Sole Mnfrs., Wyandotte, Michigan



Pattern 626. Rosemary-Basco Table Top. No. 5000. An exceptionally fine quality. Size 72"x72". This pattern also comes in sizes 35"x35", 45"x45", 54"x54", and 64"x64".

Every advantage of linen at half the cost



Napkins 3000N. Pattern 626. Size 22". To match the Rosemary-Basco Table Top. No. 4000N to match, size 24".

**WRITE FOR
FREE SAMPLE**

THE appearance, the feel, the hang of fine linen are duplicated in Rosemary-Basco Table Tops and Napkins. Yet their cost is but half that of the cheapest linen.

They are linenized by the new process that gives a finish which is not harmed by laundry chemicals or hard wear. Rosemary-Basco will never lint. Stains wash out readily.

There are napkins to match every table top. The tops come in sizes 35"x35", 45"x45", 54"x54", 64"x64" and 72"x72". Yard goods in all widths. All sizes in every pattern.

Write your linen supply dealer for samples, prices and complete information. Or send us his name, and we will send you a free sample by return mail.



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**LINENIZED TABLE TOPS
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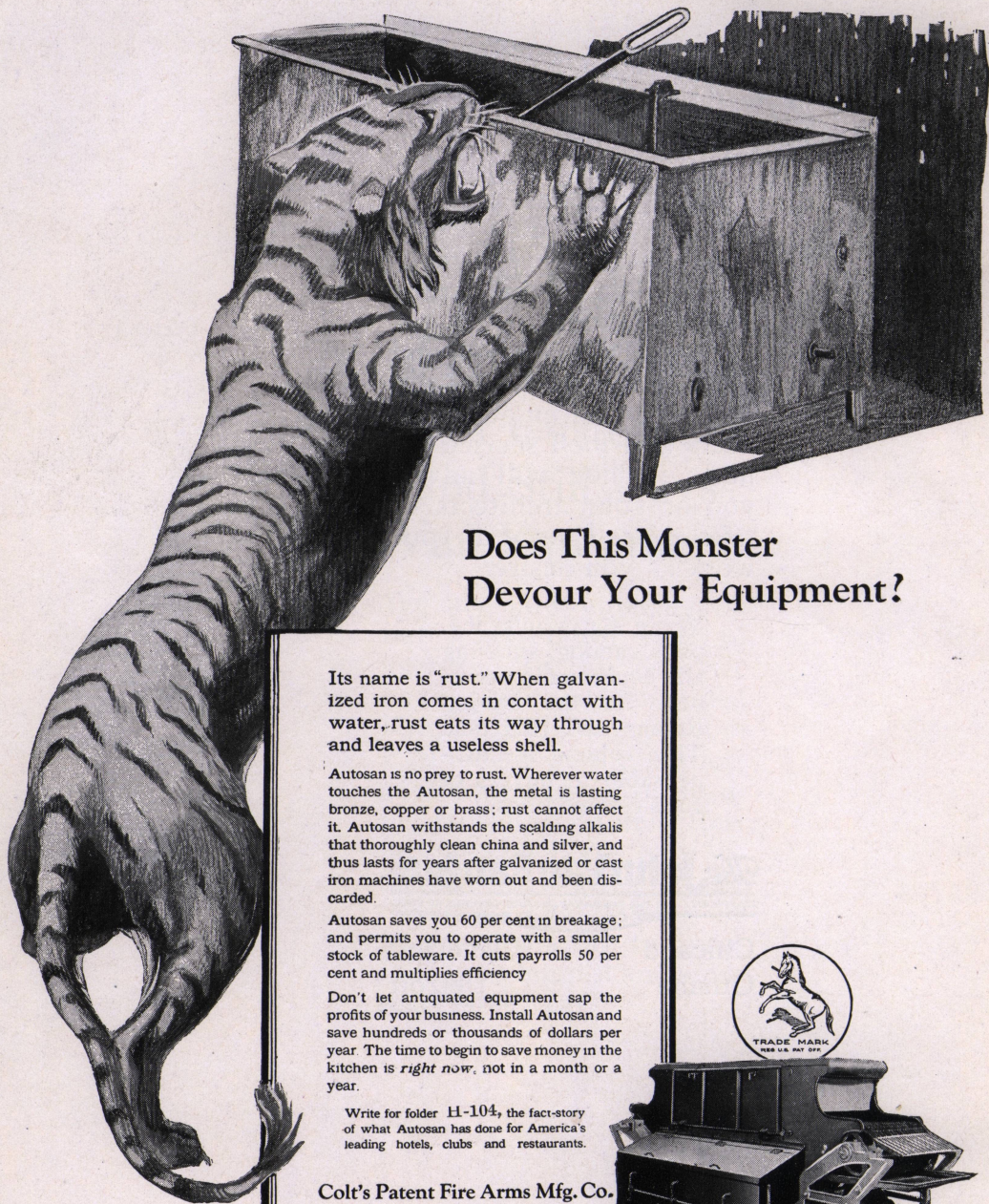
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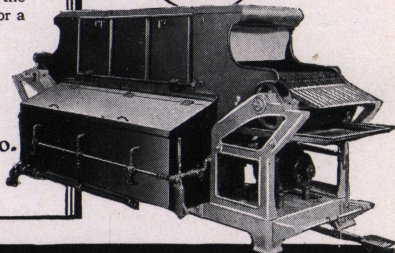
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Why This Hotel Owner Pays a Premium for Lewis-Trained Employees

F. Harold Van Orman urges his employees to subscribe to the Lewis course of training, refunding the tuition cost and gives them a substantial bonus when they are graduated.

Steadily and surely, the hotel business is changing. In the days of Mr. Van Orman's father there were no standard systems for maximum efficiency in hotel operation. Hotel-keeping was mainly a matter of experience and guesswork, and too often the operator made the wrong guess. Harold Van Orman benefited by his father's experience, benefited too by a solid education besides the rigorous training. So the Van Orman interests grew.

Securing a Guarantee of Efficiency

It was quickly seen that not every employee of the Van Orman chain could be expected to know what the senior and junior Van Ormans know, and what other men know who have learned the hotel business by long, hard experience, or have been taught by wise teachers. Harold Van Orman soon saw that the cost of breaking inexperienced men into his business would be enormous. And yet, there were employees who knew their jobs and did them well. They had had training of a different kind. They had studied the recorded experiences of leaders in the hotel field, of men who had compiled the routine of their tasks and the outline of their duties for those who were to follow them. These were Lewis-trained employees. Their training guaranteed efficiency.

The Incalculable Value of Lewis Training

Investigating, Mr. Van Orman began to understand the wonderful service of the Lewis Course of practical training for hotel work. He saw how pliable were these people who had been given such a thorough grounding in the principles of

the hotel business. They were more easily taught; they assured the better management of his hotels. Progressive in thought, and quick in action, he conceived a plan. Accordingly he has put into practice this rule:

To every Van Orman employee who is graduated from the Lewis course, there will be refunded the entire cost of the course, plus a substantial bonus.

What Mr. Van Orman Learned About the Lewis Schools

Perhaps the most convincing argument in favor of the Lewis Course is its Advisory Board, composed of more than a hundred experts in every branch of the hotel business. These men have pooled their knowledge and founded a course of instruction that embodies every approved principle for the successful operation of a hotel. In nearly every hotel in the country there is at least one Lewis-trained student whose knowledge and ability are making him successful.

Progressive Hotel Men Favor the Lewis Course

Hundreds of other prominent operators have begun to see the great value of the Lewis Course. They have seen how it will advance their business, obviate costly mistakes, and encourage greater efficiency of operation.

Resident School and Home Study Courses

The Lewis Course comprises fifty illustrated manuals, which virtually take the hotel apart and study it, inside and out, from flag-pole to sub-cellar. These manuals are the bases of resident and home-study instruction which actually teach hotel administration. Back of the Course are the vast research resources of the Bureau of Standards, of the Department of Agriculture, and the Congressional Library.

Over 100 Hotel Experts

Comprise the Advisory Board of the Lewis Schools and include such men as E. M. Tierney, Frank A. Dudley, E. C. Eppley, Frank A. Hall, and John MacF. Howie, Members Educational Committee, American Hotel Association.



F. Harold Van Orman, vice-president of Hotel McCurdy, Hotel Orlando, Decatur, Ill.; and Hotel Evansville, Indiana; Shawnee, Springfield, Ohio.

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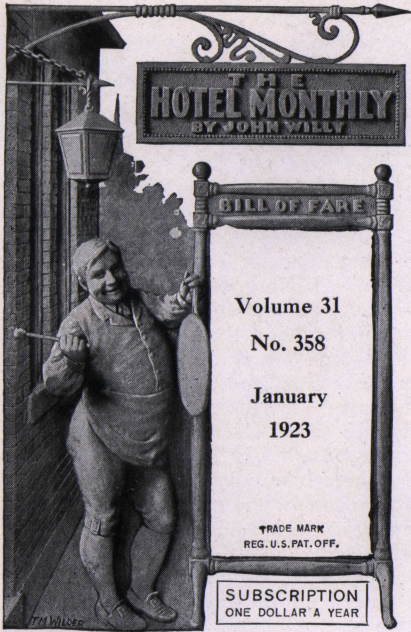
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*Address A. 386
care Hotel Monthly*



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THE HOTEL MONTHLY

JOHN WILLY, Publisher

443 South Dearborn Street, CHICAGO, ILL.

The bound volume of THE HOTEL MONTHLY, indexed, for 1922, is ready for delivery. The price is \$3.

A glad New Year!

Prohibition is overworking the hip pocket.

Radiotelephone and radio-broadcasting are new dictionary words.

THE HOTEL MONTHLY reaches hotels aggregating half a million rooms.

A New York physician is quoted as saying: "The safest place to live is in a hotel."

There will be a name other than hotel coined to indicate rooms accommodations only.

The name of George C. Boldt should be inscribed in the American Hall of Fame.

Managerial talent of a high order is needed for the smooth operation of the modern apartment hotel.

In all history the name steward has typified the executive—a director, a conservator, a man blessed with good common sense, business ability, and who is trustworthy.

The relative importance of hotel with other industries will not be known until the government census department is furnished with a basic interpretation of what is a hotel.

There is not, and never will be, a kick-proof hotel. It is impossible to please everybody. The thing to do is to so run your hotel as to win the lasting goodwill of the great majority of the guests.

A deduction from federal income tax allowed individuals: "Traveling expenses (including the entire amount expended for meals and lodging) while away from home in the pursuit of a trade or business."

The editor is grateful to his many friends thruout the United States and Canada for the shower of Christmas and New Year greetings addressed to him; the which are most heartily reciprocated.

We suggest a Pantlind Memorial Hall for Michigan Agricultural College at Lansing, to perpetuate the memory of James Boyd Pantlind, Michigan's great inn master; the Hall to be used for hotel training school.

Hotel a Community of Nations

The leading hotel of a large city, as Chicago, or New York, or San Francisco, is a community of nations. Under its roof gather people of light and learning from all parts of the world—merchants, philosophers, tourists, statesmen—representing the civilization of all countries.

In this hotel they live free of danger from invasion. They are considerate each of the other, wherever from. It is as if a league of nations

was operative, and the landlord of the hotel the directing head of the league, assuring peace and safety to all.

It does seem strange that enemy peoples of foreign lands will gather under a hotel roof and live, during transient stay, as peaceful neighbors.

But they do.

BETTER COUNTRY HOTELS

Paper read by John Willy before the Kansas-Missouri-Oklahoma Hotel Association.

In the forty years that I have traveled this country, making the acquaintance of country hotels, I have seen many kinds, good, bad and indifferent; the indifferent the most plentiful, the bad plentiful, and the good scarce. It was so forty years ago; and while there has been a great improvement, the good hotels today are few, and the poor hotels continue a vexation to travelers, who cannot understand, in this day of creature comfort and conveniences, why every country hotelkeeper does not keep abreast of the times.

Conditions of travel have changed wonderfully in the last forty years. People travel more luxuriously now than then. They have acquired the luxury habit. The Pullman car, the dining car, the automobile, and the thousand and one improved methods of transportation have influenced the traveler to expect the country hotelkeeper to advance with the times.

The traveler does not expect in the country hotel all the refinements and luxuries of the scientifically operated city hotel, with its organization of trained employes for the different departments. But he does expect a clean, well ordered house, comfortably furnished, and that supplies good foods in season and a reasonable variety. He does not excuse the shortcomings of the country hotel that apes the city hotel; but he does expect service of a sort that will make his stay pleasant.

* * *

A traveler who had journeyed four or five thousand miles and stopped many nights at country hotels, said to me, a while ago, "I would have enjoyed my journey much more if many of the hotels I stopped at were kept clean. They were inexcusably dirty. There seemed to be no excuse for it. The toilet rooms were filthy. The bed linen was not clean. The floors and walls showed lack of attention. While stopping in these houses I was continually nervous because of their unsanitary condition. They are a menace to health. Cannot your hotel associations do something toward compelling all hotels to be clean?"

* * *

Billions of dollars are being spent on good roads to thread every section of this great coun-

try, and these roads are inviting to travel of a kind not heretofore possible. The good roads and the automobiles are developing a nation of tourists, who are given opportunity to see their country intimately; and they are taking advantage of this opportunity.

Their following it up depends largely upon the kind of hotel accommodations and the hotel rates. They are not buying style. They are buying comforts, and conveniences, and courtesy. If there be better country hotels tourist travel will increase in proportion to the roads development. But, if comfortable hotel accommodations be lacking, there will not be so many people travel for pleasure.

The country hotel that is well kept is advertised by word of mouth for hundreds of miles in every direction, and the reward comes by the patronage of an appreciative traveling public who will go out of its way to be assured of the creature comforts. In these days of the automobile, where it is only a matter of an hour or so between towns, the magnet of the good hotel will pull past the doors of the poorly kept to the well kept.

Take pains to recommend a reliable garage. Keep posted on the condition of the roads in your vicinity. Suggest to tourists the near-by places of interest. It may result in a prolonged stay.

Don't quarrel too much with the free automobile camp. When these become abused, as many of them already have, because of getting something for nothing, they are avoided; and having served their purpose of making "tourists" out of "stay-at-homes" they have developed a future business for hotels. There is a silver lining behind every cloud.

* * *

Many country hotelkeepers complain about people abusing their hotels, and their seeming inability to prevent this practice. About the only thing they can do is to keep the watchful eye, and refuse accommodations to unworthy people. It is hoped that before long there will be a law to make the abuse of the hospitalities of the hotel a criminal offense. May that day come soon!

* * *

I would make a few suggestions for the country hotel:

The dining room with a potted plant or a few cut flowers to grace the tables; always clean linen.

A full meal for a price during regular meal hours, and either a lunch room, or a corner of the dining room utilized for the services of pantry prepared foods between meal hours; for, with present conditions of travel, and guests arriving at all hours, often tired and hungry, refreshment is a prime necessity for their comfort, and the hotel should provide this for the traveler. Charge a little extra for it, maybe, but serve such foods as may be available in the

larder. I speak from experience when I say that after a long automobile journey, where a mishap has delayed, the "welcome" of the inn has been a delusion when the landlord has invited us to forage in near-by lunch rooms for something to eat and drink. We have seen landlords let slip many a dollar because too proud, or indolent, or too much of a misfit to provide a service they are in business to render. No country hotel can have a hard and fast rule as to meal hours and please all the patrons. Many country hotelkeepers have closed their dining rooms entirely because of the trouble, or grief, or loss, or whatever excuse they may offer; but so soon as they do that, they forfeit the name hotelkeeper in its true sense, because hotel means a place that furnishes both lodging and food to the traveler.

Strive to produce the simple meal, well balanced, and appetizing. Serve moderate portions. Watch the left-overs and prevent waste.

Encourage automobile tourists to telephone ahead for meals so that reasonable preparation may be made; also for rooms accommodations.

If convenient, have a room for chauffeurs.

Put up your own fruits and vegetables for winter use as much as possible.

* * *

Have the windows screened.

A flower garden in front of or alongside the hotel (if not space for that, use window boxes). Where there are flowers around, it is an index to refinement within the house.

A porch with comfortable seats.

A lounge and writing room located near to the clerk's desk. In the writing room a dictionary and road maps for the convenience of guests.

Don't affect frills of service. These, if you will have them, bring ridicule rather than the compliment from your guests. Do not be obtrusive in your service. The average traveler does not want to be fussed over.

Be very particular in the employment of people who have to meet your guests that they be clean of speech, intelligent, willing, and courteous. These are traits inseparable with good hotel service of any kind.

Do not permit employes to smoke on duty.

Make every possible effort to have quiet in the house. Noise is a great disturber, and the more it is eliminated, the greater the comfort. Discourage loud talking among employes, also the slamming of doors and other disturbing elements.

Have a simple system of accounting. Pay cash for everything you possibly can, as this eliminates bookkeeping to a very great extent. Your business is, or should be, a cash business.

Don't help yourself at the cigar counter. Make it a practice to buy for cash, the same as your guests. It will simplify your bookkeeping, and, maybe, increase your cigars profits.

Every country hotel should have baths. What once was a luxury has now become a necessity. The bath is matter of course for every kind of hotel. Not necessarily the private bath, but a clean tub with hot and cold water on tap, and plenty of towels.

Make it of particular interest to have the toilet rooms clean—this for the public lavatory, and the bath rooms and toilets on the bed room floors. The coin-in-slot toilets are appreciated by many travelers because of the extra care that the private toilet assures.

The modern landlord is in duty bound to provide heat. It may not be steam heat, but some sort of heat to keep his rooms habitable in cold weather. Every landlord is in duty bound to look out for the safety of his guests, especially in the matter of fire. He is also in duty bound to protect them to the best of his ability from theft. It is his business to be hospitable.

* * *

In my talks with the great hotelkeepers of America, most of whom have graduated from country hotels, they tell me of their continued interest in the country hotelkeeper, his problems, and how he meets them. They tell with relish of their own experiences, of the things they had to do, and the value of those experiences to them in their present position. For most of them believe that, had it not been for their early training in the business (usually in some well run country hotel where the proprietor and his wife were jealous of the reputation of their house, and who saw to it that every guest had plenty of good food, a clean room, and pleasant service), they would not have succeeded in the big hotel. They look back to these days with a kindly feeling. One of them said to me not long ago "When I want an assistant manager I try to get one who has been schooled in a good country hotel. I can trust him to bring me an accurate report on almost any department of my house; and his suggestions for economical operation are usually quite valuable." So it is that the man who keeps the better country hotel, and the diligent employe of that kind of hotel, has the best training that fits him to become an executive in the big hotel.

* * *

The hotelkeeper is the one business man in the town who brings to the town the most ready cash, and he distributes in his town the largest percentage of the cash that he takes in. For this reason he is one of the best business assets in the town. He should support his community to the best of his ability, and merit the support of the community for his house, thus supplementing his transient business with local business.

The country hotelkeeper has long hours. He cannot be a gadder, or a gossip, or a golf fiend, or a perpetual joy rider. He should have his recreation, but not to the neglect of his business.

One can talk of better country hotels all day and not exhaust his subject. To sum up: I would say that no one, unless he likes the business, should engage in it. For the hotel business is so intensely human. It is personal service. It is to meet and greet, and care for. It is to promote the comfort, health, and happiness of your fellows when away from their own homes. It is one of the most worthy and honorable of occupations. It is the oldest of all trades. It demands of whomever is in it that his heart and soul shall be in the business; that every day he shall have the will to do unto others as he would others should do unto him. And in no other business can one so follow the golden rule to his own happiness than by keeping the country hotel.

This ought to be a sufficient inspiration for better country hotels.

The Hotel Monthly Appreciated

The editor of THE HOTEL MONTHLY experienced two pleasant surprises within two weeks: one at the meeting of the Missouri-Kansas-Oklahoma Hotel Association, the other at a meeting of the Ohio Hotel Association.

At the Missouri-Kansas-Oklahoma Hotel Association we sat next to G. E. Palling of the North American Hotel, in Ottawa, Kas. Mr. Palling was a stranger to us, so far as we knew. He inquired if we knew where Mr. Moir of the Morrison Hotel, Chicago, was located about World's Fair time. We answered that he was at the Metropole Hotel in Chicago. "He is the same man, then," said Mr. Palling. In the conversation that followed Mr. Palling said he worked under him there; then went to the Brown Palace of Denver as headwaiter, and four years later leased the Commercial Hotel in Pleasanton, Kas., which he afterwards bought, and now owns, also keeps the North American Hotel in Ottawa, Kas. "The first thing I did when I went into business for myself, he said, was to subscribe for THE HOTEL MONTHLY, and I have preserved nearly every copy for the last twenty-five years. The book has been very useful to me in keeping country hotel."

* * *

We congratulated W. G. Nickels of the Reeves Hotel, New Philadelphia, Ohio, upon his election to the presidency of the Ohio State Hotel Association. Mr. Nickels said: "I little thought about twenty-five years ago, when I called at your office in Chicago and subscribed for THE HOTEL MONTHLY, that I would ever be president of the Ohio Hotel Association. I was then a dining car steward for Mr. E. V. Baugh of the Baltimore & Ohio Railroad, and Mr. Baugh, who, in my opinion, is one of the ablest dining car men alive, suggested that I take your paper. I remember visiting with you about ten minutes, and in that short time you gave me advice that I am still following; and I have at home nearly

every copy of THE HOTEL MONTHLY since that initial subscription. I am hoping that my son will take the hotel course at Cornell University, and one thing I hope for is that there will be opportunity for him to have access to the files of THE HOTEL MONTHLY, because of the educational value; for it has been my school-master for nearly twenty-five years."

Effective Regulation Solves Liquor Problem

L. M. Boomer of the Boomer Hotels System, headquarters The Waldorf-Astoria, New York, recently contributed an article on the prohibition problem to *Courier des Etats-Unis* in which he contends "It is not so much prohibition that has brought hardship on the hotels, but the non-enforcement of prohibition." Speaking of the Canadian (British Columbia and Quebec) method of government regulation of the liquor traffic, Mr. Boomer comments: "The disadvantages of unequal enforcement are not felt by the Canadian hotels as in the United States. The Canadian hotels are permitted to sell beer, light wines, and ale for immediate consumption only by those who are taking their meals at the hotel. The hard liquors are sold at government stations in reasonable amount and may be brought to hotels and restaurants by patrons who wish liquors with their meals. Thus, Canada has killed two birds with one stone—abolished the saloon and put the bootlegger out of business. There are few violations of the law because the requirements of the law are reasonable; the prices are fair because they are fixed on a cost plus 25 percent revenue basis by the government and poisonous liquor is eliminated because government tests are made of all liquor sold. Surely this is one equitable and just method of correcting the evils of the liquor traffic."

A Canned Foods Menu

The Iowa-Nebraska Cannery Association at their recent meeting in Cedar Rapids took their own medicine at their annual banquet, which was composed entirely of canned foods, the dishes: Shrimp cocktail, sweet pickles, dill pickles, ripe olives, cream of tomato soup, chicken a la King, peas, carrots Creole, candied sweet potatoes, fruit salad, plum pudding, coffee.

The menu reads appetizing when the word "canned" is not associated with it.

Canned foods will never supersede fresh foods for table service. The canned foods menu is a great and wonderful economy in spreading foods over the country for "in season" and "out of season" consumption; but they are not, all in all, so relishable as the foods fresh from Mother Earth.

Yet we have a great deal to be thankful to the cannery for. The population would not know the semblance of the taste of certain foods were they not conveniently and inexpensively brought to them by way of the canneries.

MR. ROTH WOULD OMIT USE OF THE WORD HOTEL

Reasons Why THE HOTEL MONTHLY Differs with Him

Charles G. Roth, resident manager of The Saint Paul in St. Paul, Minnesota, and president of the Northwestern Hotel Association, has pronounced ideas regarding the use of the word hotel, as may be gleaned from a careful reading of the following letter addressed to the editor of THE HOTEL MONTHLY (following a discussion in the Commodore Hotel, New York, during the banquet of the New York State Hotel Association):

"We did not finish our argument at the conclusion of the banquet at The Commodore, and I had hoped to see you the following night at Mr. Bowman's party; but fate decreed it otherwise.

"Am wondering whether you changed your opinion with regard to the word hotel and its use under statutory interpretation. When we parted, I was asking both friend and stranger questions that would afford them the opportunity of using or omitting the use of the word hotel. I consider that the majority of the people is omitting the use of the word hotel.

"I consider the word hotel generic, not specific. In its broadest scope it means a domicile. No matter what class that domicile may be, no matter whether it is moral or immoral, decent or indecent, it is a place of abode the same as a ship is a vessel that floats, or a vehicle is a conveyancer whether it be a buggy, an automobile, a truck or a tram car. As such, I do not see how the word hotel can be denied for use by anybody who engages himself in providing a bunk or a bed, with or without meals.

"Now, specifically, we have developed into such palatial proportion that the difference between the highest expression of moral and physical welfare and the lowest has made those of us who have achieved the highest, feel offended that the lowest should term themselves what we term ourselves—hotels.

"I do not believe that legal restraint can be placed upon the use of this generic term hotel. It would seem to me to be class legislation. It would seem to me to be iconoclastic—destructive rather than constructive; constructive if we are going to differentiate hotels by terming a Biltmore to be a hotel; then we should suggest some other generic term for the low grade of boarding or lodging house or less.

"If we desire to preserve the word hotel to be applicable only to a class of abodes for the lodging and feeding of people upon a luxurious basis, we must offer some other word for the use of those humble and sometimes even immoral abodes where poor and licentious people live.

"The position that I take in the argument is that the word hotel specifically is unnecessary.

You, on the other hand, are trying to make it necessary by preservation of it in its highest expression. When I ask people in New York: 'Where do you stop?' they reply, at The Commodore, or The Plaza, or The Waldorf, or the Ritz. Few, indeed I might say not 20 per cent of those inquired of, would reply, 'at The Commodore Hotel.'

"If you will read the newspapers you will find that they refer to the great hotels by name only. Our local papers state that certain functions are to be given at The Saint Paul; I don't ever remember having heard them say at The Saint Paul Hotel. I do not remember of ever having heard anyone say, 'I stop at The Blackstone Hotel,' in reference to that famous hotel in Chicago; even the newer one, The Drake, is scarcely ever spoken of as The Drake Hotel. Ask a traveler 'What hotels are there in Buffalo?' and he will reply, The Statler, The Lafayette, The Niagara, or The Iroquois. Select whatever geographical place you please and reference to hotels in such places always meets with the use of the specific name, without the specific use of its classification as a hotel.

"Now, we come to an important feature in this argument: Those hotels which are specifically known by their names alone, without the hyphenated classified word hotel, are almost without exception fine, creditable hotels. The places that we desire to deprive of the right to use the word hotel are scarcely known, except locally, to be hotels.

"I wish I could think of some similes that would accentuate the stand I am taking: There is the word Woman. We all know what a woman is. But some women are ladies, and no word in the English language is more abused than the word lady. Even among people with some education the word lady is misused; and yet we cannot legislate the right of the word lady to be used only by persons of financial achievement. There are ladies in hovels and there are women in palaces, but in every case the specific use of the word must designate its value.

"That is my position in the matter, Mr. Willy. What is yours?"

* * *

The letter from Mr. Roth carried a stamped return envelope addressed

"Mr. Charles G. Roth
Hotel Saint Paul
St. Paul, Minnesota."

In this use of the word "hotel" for his own hotel, Mr. Roth seems to be not entirely consistent in practicing what he preaches.

In our opinion, the word hotel fits any estab-

lishment, whether it be of high or low degree, provided the place is clean, wholesome, respectable, and furnishes the necessary creature comforts, the delivery of which entails what is called "service," for which the operator charges according to quality.

A hotel is not necessarily a dispenser of luxuries; its main purpose is to supply the necessities of life in the way of food and lodging to travelers.

* * *

In a report of the annual meeting of the Missouri-Kansas-Oklahoma Hotel Association, printed elsewhere in this issue, there is a debate on "What is a hotel?" in which the subject matter of Mr. Roth's letter is thrashed out, and we suggest a reading of it to parties interested in this discussion, as it will save repetition here. It may be taken in part as our answer to Mr. Roth.

* * *

The Blackstone, The Commodore and other houses that customarily abbreviate by dropping the word "hotel" do not do so, we believe, because of high grade quality, but rather because the public at large economizes on words when the constant repetition of a particular word is not necessary. The abbreviation carries to other than hotel as, when it is understood that "theatre" is meant, The Blackstone serves for The Blackstone Theatre, and if it is a restaurant, Delmonico's serves for Delmonico Restaurant, or if it is a club, Union League is abbreviated for Union League Club. There are great hotels, like the Davenport Hotel of Spokane, for instance, that glorify the word "hotel" by giving it all the use and prominence possible.

And it is not the pretentious or fine places, or the moral or immoral, that drop the word hotel. It is common for all kinds and grades to do so, and mainly because of the public's habit of abbreviating. When it comes to newspapers, however, or books, or historic literature, the word "hotel" is used to identify the place of public entertainment for transients.

* * *

The word hotel has an accepted meaning through more than a century of use in the United States; but the meaning in recent years has been confused by unfit, unsuitable, unsafe and ill-famed places adopting it, and thereby deceiving the travelers who seek a respectable house. This deception is become so gross and general that more than half the structures so named are wrongly named, and should not be permitted to invite patronage under a false name.

THE HOTEL MONTHLY believes that when a uniform law is passed defining what is a legitimate hotel it will be a great boon to the business of hotel keeping. It will serve to raise the standard of the business; to make the use of the word over the door a privilege; protect the hotelkeeper from the criminal element that abuse the hospitalities; and make the business more worth

while, more profitable, and a better calling in every way than now obtains.

It will also give opportunity for a census of hotels; and make it possible for inexperienced travelers to start on a journey without misgivings as to the safe resting places on the journey.

How Not to See Grand Canyon

In the *Pennsylvania Register*, published by Hotel Pennsylvania, New York, a guest, Mr. F. Burgess, of Roland Park, Maryland, who had visited Grand Canyon, Arizona, is quoted:

"To really appreciate the beauty of the Grand Canyon one should spend several days there. If you were to go out early in the morning and look down the canyon, you would think that Nature could not possibly present a more wonderful color scheme. At noon you would find it just as wonderful, yet entirely different, and in the evening the picture would have changed again. One could never tire of visiting the Grand Canyon, but my advice is to be content to view the scene from the mountain top, rather than to go down into the canyon on a burro—the distance lends enchantment, and the trip down is not at all pleasant, altho very sensational.

"There is a very fine hotel at the Grand Canyon. The guests have every convenience, even plenty of water, in spite of the fact that all the water used in the hotel must be brought from the river, far below, each morning. A train brings the water up in large tanks. No doubt in time they will have an elevator system that will provide for the bringing up of the water, and also take up and down the guests who wish to see the bed of the canyon."

* * *

We disagree with Mr. Burgess as to being content to see the canyon from the rim. We have seen it from above and below, and would not consider another visit complete without going down to the river to experience the crowning sensation imparted by the grandest sight in the world.

Then, too, Mr. Burgess' statement regarding the water supply of the Hotel El Tovar is incorrect. The water is not brought up by train in tanks from the river below. It is brought by train in tanks from a mountain spring 127 miles distant.

Estimate Percentage of Guests from Different Zones

Arthur L. Lee, manager of the McAlpin Hotel, New York, has given the subject of advertising considerable study. He has data showing the percentage of the hotel's patronage from different zones, as the five hundred mile radius from New York, and the circles extending five hundred miles, similar to the postal zone idea. He knows what percentage comes from each zone, and has estimated a law of average as to frequency of visit and length of stay. For instance, a patron from the first zone will come oftener

and stay shorter; whereas from a far zone he will not come so often, and will stay longer, except for people taking steamships, whose stay may be comparatively short.

He can estimate the value of this patronage as based upon receipts; and advertisements can be intelligently placed in the zones most likely to be the most profitable.

Mr. Lee has devised a vest pocket ready reference book which is revised monthly and gives the history of the house, with every department segregated, and showing comparative statements month by month. It was a lot of work to produce this little book, but worth the effort.

The Passing of Boyd Pantlind

With the death of James Boyd Pantlind in Grand Rapids, Michigan, on Christmas Day, there was broken a link that bound the modern hotel man with the old-time boniface of happy memory.

For over fifty years Mr. Pantlind had radiated hospitality. His was not merely the glad hand type; it was infinitely more than that. He was the soul of hospitality. From the time when he was fourteen years old, when he went to work in the eating houses on the Michigan Central Railroad at Jackson and Marshall to learn the business under his uncle, A. V. Pantlind, he had been continuously active in meeting and greeting and serving people, ministering to their comfort physically and mentally and spiritually. He was energetic, untiring, always watchful, and typified to a remarkable degree the obligation of being his brothers' keeper.

Those who knew Boyd Pantlind fifty years ago, when he came with his uncle to Grand Rapids and opened the Morton House, recall his early habits of giving the public real service; of the kindly way in which he did it; of the respect he won from people of high and low degree; of the confidence people had in him; of his good judgment in business affairs; of his charitable disposition; of his always clean life.

Mr. Pantlind was a great influence for good, not alone in his town, but nation-wide. As landlord of the leading hotel he met homefolks and strangers. He kept his hotel so clean, orderly and homelike that it became nationally famous for these qualities. No Grand Rapids citizen ever had to apologize for the hotel that Boyd Pantlind kept; and the strangers who found there the ideal inn for comfort and safety appreciated as did Shenstone—"The warmest welcome—at an inn."

Hotel men who have visited Grand Rapids in the last forty years to buy furniture have stopped with Boyd Pantlind, and to them his hotels have been an object lesson; and many an idea gleaned by them of efficient service has been carried away to be put into operation in their hotels; in this way the heaven spreading thruout the loaf, and even beyond the boundaries of this country. We do not know of another hotel anywhere that

has been so great an influence in raising the standard of the hotel business.

At the funeral of "the master of the inn" there gathered at his home the leading citizens of Grand Rapids, the captains of industry, bankers, manufacturers, teachers; also there gathered many hotelkeepers from other cities, also employees of the deceased who had been with him many years and were grief-stricken at the loss. The casket was buried in flowers, and the beautiful words of the Episcopal service harmonized with the beauty of the life that had just closed.

Mr. Pantlind is survived by his widow, a daughter, Mrs. Lockwood, and his son, Fred Z.

Fred Pantlind has been active manager of the Pantlind Hotel for some years, and it will continue under his direction. He, like his father, is active in welfare work of various kinds. He has served as president of the Michigan Hotel Association; is now president of the Great Lakes Travel Association, and prominent in the organization and operation of the great government hospital at Camp Custer. He is also active in the movement to establish training schools for hotel work; also is a member of the committee appointed by the Michigan Hotel Association to draft a legal definition for the word "hotel" for legislative action, to prevent the abuse of this word by places of ill-repute and that deceive.

Permit Issued for 3,000-Room Hotel

A permit was issued December 30 to construct the Stevens Hotel of three thousand rooms on Michigan avenue to occupy the entire block south of The Blackstone, between Seventh and Eighth streets, Chicago. The permit cost \$16,045. It is to be the largest hotel in the world. It is named for Mr. Stevens of Hotel La Salle.

Hotel McAlpin, New York, celebrated its tenth anniversary December 28. Then it was the world's largest hotel. Since that time two other hotels, the Commodore and Pennsylvania, have passed it in size; and these were distanced when the McAlpin took on the 700-room Hotel Martinique for annex, giving a total of 2,400 rooms. The title is likely to hold until Chicago's Stevens of 3,000 rooms is completed. A permit for the Stevens has been issued.

To make room for the foundation of a new hotel on Connecticut avenue in Washington, D. C., it was necessary to blast out the trunk of a tree fourteen feet in diameter that was found forty feet under ground. Geologists estimate the tree was alive ten thousand years ago.

A surprise in New York was a taxicab fare of only thirty cents for two passengers from the Pennsylvania Railroad Station to the Waldorf-Astoria Hotel.

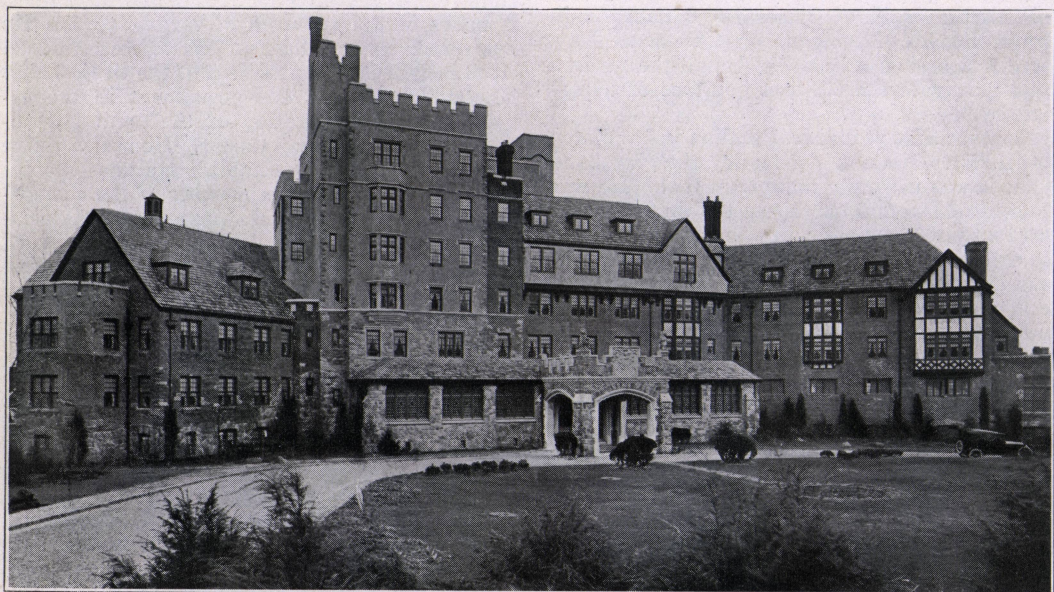
THE PICKWICK ARMS OF GREENWICH, CONNECTICUT

Ye Old English Inn Transplanted and Glorified for Purposes of New
England Hospitality

During a recent visit to New York we were the guest of Burton F. White, proprietor of Hotel Bossert, Brooklyn, Hotel Devon, New York, and vice-president the Bon Air-Vanderbilt, Augusta, Ga. He took us in his car to the Westchester-Biltmore Country Club, the wonderful recreation establishment built and oper-

of the old Lenox roadhouse, which for a hundred years or more was a landmark and house of cheer on the Boston post road between New York and Boston. It is twenty-eight miles from New York; about one hour's ride by motor, and forty-five minutes by the New Haven Railroad.

Greenwich is located on the highest ground on



Front view of the Pickwick Arms Hotel, Greenwich, Conn.; open all the year

ated by John McE. Bowman of the Pershing Square Hotels System.

Mr. White asked if we had seen The Pickwick Arms at Greenwich, Connecticut, which is about six miles to the east of the Westchester-Biltmore. "It is worth seeing," he said, and we drove there.

We found a unique place, the like of which we had not seen outside of England. It is a reproduction of one of the famous manor houses of the kind built during the Tudor period. The illustration pictures its front, showing the central battlemented tower flanked with stone wings with gables and dormer windows, and the architectural lines that breathe solidity and permanence. At the front door is a porte-cochere. The carved stone portals are sentineled with evergreen bushes, and over the door there is carved the coat of arms. Every feature of the entrance typifies welcome.

The Pickwick Arms Hotel stands on the site

the Atlantic coast between Key West, Florida, and Eastport, Maine. It is a center for the homes of New York's fashionable and exclusive families. Many large estates and a dozen or more famous country clubs are within a short distance of the village. It is what is called the fashionable Westchester section.

The Pickwick Arms was built, furnished, and is operated consistent with the opulent surroundings. The hotel is early English, inside and out. It was designed by Fred French and furnished and decorated by H. F. Huber & Company. The structure is fireproof. The ground floor is devoted altogether to public rooms, including lobby, lounge, glass enclosed porches, and dining rooms. The accompanying illustration of the lounge is typical of the furnishment, the rafted ceiling, stone mantel, tapestry hung walls, candelabra lights, carved furniture, overstuffed chairs, bric-a-brac of various sorts, and the floor covered



Lounge in the Pickwick Arms Hotel, Greenwich, Conn.; typical of the Early English furnishment.

with heavy rugs. Directly off the lounge is a screened porch with antique furnishings.

The main lobby is finished in oak, and has beamed ceiling similar to that of the lounge.

The dining rooms are quaint with their latticed windows and ornamental ceiling supported with stone columns wainscotted in oak. There is also a dining porch with quaint window drapings; and there is a very beautiful dining room called the Lattice Room with art glass ceiling and dainty wall trim.

A cozy room is that called the card room, with its huge stone mantel over hearth fireplace, and coat of arms over the mantel shelf; the walls of the room paneled to the ceiling in oak.

The bed rooms are similar to those of a first-class hotel; the wooden beds dressed with the finest of bedding; the furniture of the comfortable sort; the windows draped with chintz and lace; the walls hung with quaint old prints, and the rooms arranged single and en suite to suit any requirement up to eight rooms; the baths of the most modern and wholesome type.

* * *

The kitchen is equipped with labor-saving devices. It has capacity to prepare for six hun-

dred diners; and facilities for the old-time chop house cookery, as well as for the most elaborate French cuisine.

There is a billiard room and barber shop. A miniature golf course is a feature of the surrounding grounds.

From the roof is a fine view of Long Island Sound, also of the beautiful surrounding country.

The help are roomed in cottages away from the hotel grounds.

There is a fireproof garage with capacity for a hundred cars.

The Indian Harbor Yacht Club is within fifteen minutes.

There is a broker's office in the hotel.

* * *

The Pickwick Arms Hotel is operated by the Pickwick Hotel Company, of which Edward H. Crandall, secretary of the New York State Hotel Association, is president. We were greeted by J. E. Daly, assistant manager, who said he had been a subscriber to and interested reader of THE HOTEL MONTHLY for many years.

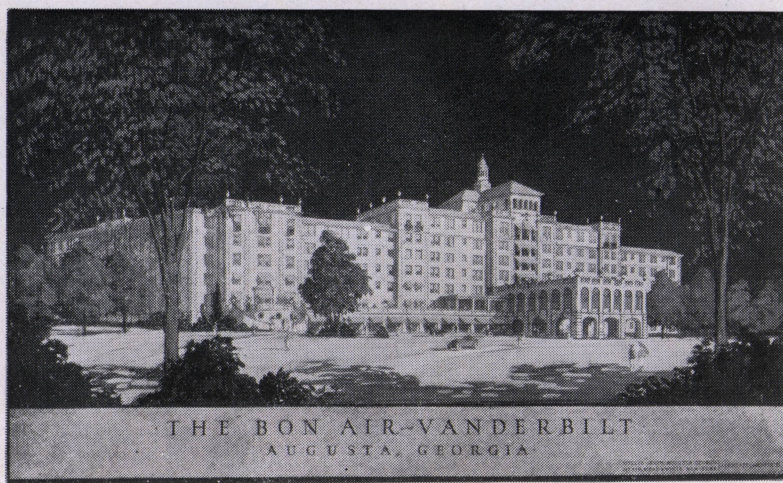
THE NEW BON AIR-VANDERBILT, AUGUSTA, GEORGIA

A New Fireproof Winter Resort Hotel Inviting the Patronage of Refined People Who Seek the Luxurious Home in Combination with the Outdoors
Recreation in a Balmy, Invigorating Climate

The Bon Air-Vanderbilt Hotel of Augusta, Ga., was formally opened January 8 as of The Vanderbilt Hotel (New York) system, which operates the Condado-Vanderbilt at San Juan, Porto Rico, and the Hilltop Inn at Newport, R. I. The managing director is Walton H. Marshall of the Vanderbilt, New York, and Burton F. White of Hotel Bossert, Brooklyn, and the

fireproof. Its front is pale gray stucco relieved with tile and brick insertion, forming a pleasing decoration. The illustration pictures the beautiful architectural lines.

The lobby is 40x120 feet, parlored, and luxurious in its furnishment. The main dining room is 64x98 feet, and will comfortably seat six hundred. The sun parlor is located directly off the



Devon, New York, is vice-president. The resident manager is A. E. Martin, who for twenty years was associated with the old Bon Air Hotel, which burned two years ago.

The Bon Air-Vanderbilt is located in the pines on sand hills overlooking and within the limits of the city of Augusta. The surrounding country is beautiful, threaded with hard gravel roads, and the Savannah River adds to the charm of the landscape. The winter climate is mild and exhilarating. There has been no snow in Augusta for thirteen consecutive winters. Golf is played every day. The two courses, Lake and Hill, are among the finest in the country. The diagrams of them are shown herewith. The season is at its height during January, February, and March. There is good quail, duck, and snipe shooting, the open season from December 1 to March 1. Golf, tennis, polo, motoring, horseback-riding are the principal sports. Augusta is about equidistant from Chicago and New York, and fine auto roads lead to it from both cities. The through Pullman service from New York, 840 miles, is twenty-five hours.

The hotel is of reinforced concrete, thoroly

dining room. The ball room, 38x74 feet, is directly south of the dining room. The floor plan shows the lay-out, with the spacious lounge flanking the ball room. There is a ladies' reception room, writing room with individual desks, parlors, and two private dining rooms.

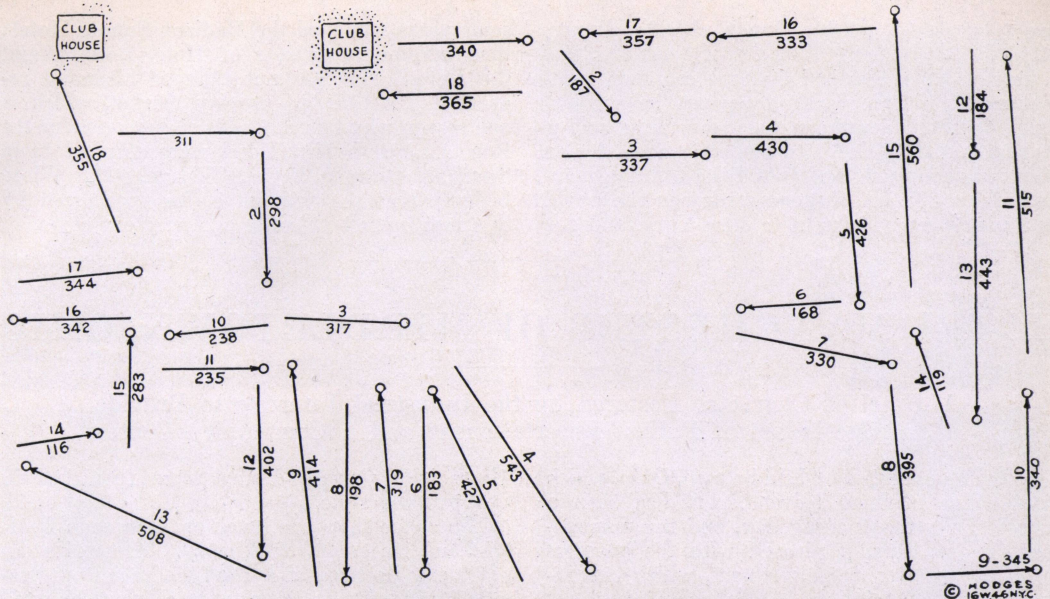
There are 300 rooms, of which 220 have private bath. The arrangement for suites is shown in the typical floor plan. Every room is richly, tastefully and comfortably furnished, and the bath rooms are the last word in sanitary wholesomeness.

The lobby has safe with private boxes, telegraph, livery, and railroad ticket offices, cigar and news stand, and the usual metropolitan features. There is a wireless station.

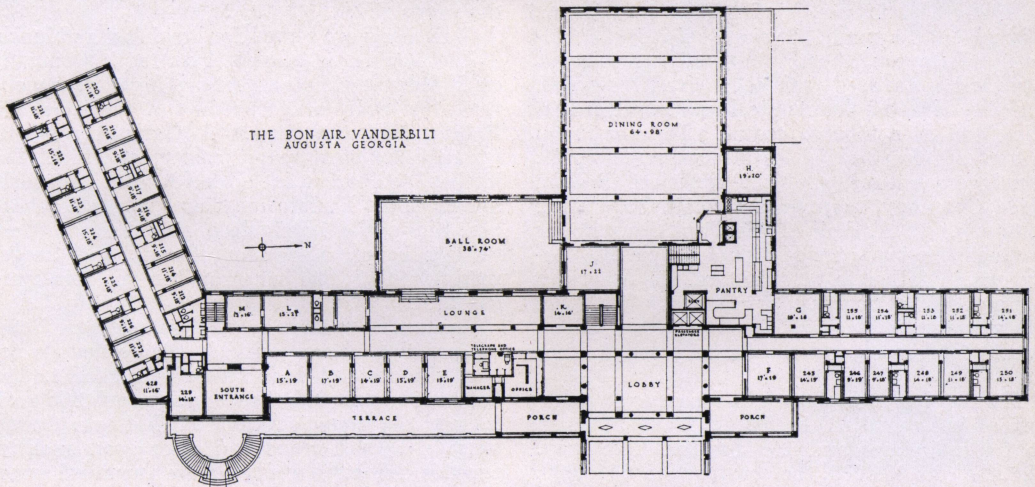
The autobus fare from the depot is seventy-five cents. There is also street car connection with depot.

There is barber shop with two chairs and manicure.

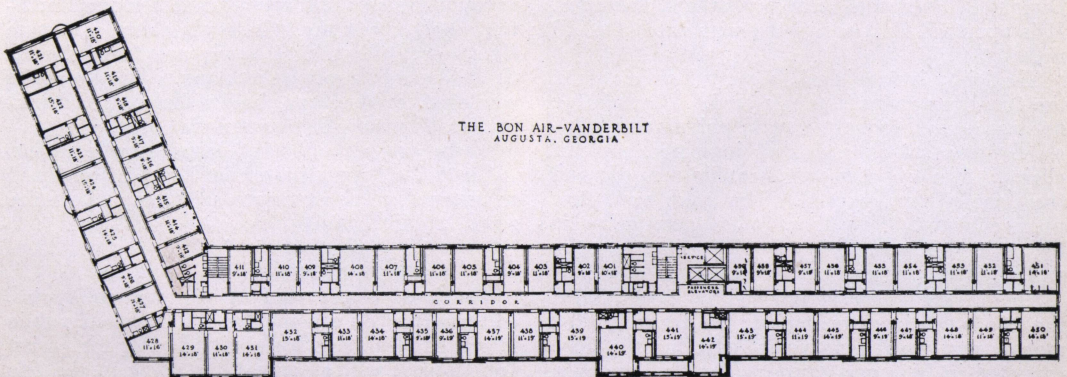
The hotel is operated American plan exclusively, the rate for double room with bath ranging from \$24. to \$30. a day. Separate meals



The Lake Course (left), and The Hill Course (right); The Bon Air-Vanderbilt Hotel, Augusta, Ga.



Lobby floor plan of the Bon Air-Vanderbilt Hotel, Augusta, Ga.



Plan of 4th, 5th and 6th floors, the Bon Air-Vanderbilt Hotel, Augusta, Ga.

are: breakfast, \$2.00; lunch, \$2.00; dinner, \$2.50.

Burton F. White had his first catering experience in Chicago, where for years he successfully operated a unique restaurant famous for its fine foods. Mr. White was always particular about his groceries, and found the Chicago market, in his opinion, as good as any in the world in this respect. He went to New York, and for

some years managed the Madison Square Hotel; then became proprietor of Hotel Bossert, and the Devon. He has not changed his mind regarding the Chicago grocery market, which is one reason why two car-loads of groceries for the Bon Air-Vanderbilt Hotel were shipped from Sprague, Warner & Co., Chicago. Mr. White believes that the vacuum coffee specialized by this firm is the best coffee a caterer can serve.

HOTEL MANCHESTER OF MIDDLETOWN, OHIO

A Hotel of Character Fostered by the Industrial Interests to Provide a Suitable House of Public Entertainment and a Community Center

Hotel Manchester, of Middletown, Ohio, which opened for business November 3, has been a success from the opening day, and the management is particularly pleased with the business done in the catering department, which has exceeded all expectations. The rooms business also has been profitable.

Middletown is a city of 27,000 population, located on the main highway between Cincinnati and Dayton, about twenty miles from each city, and is favored with other good highways. The city is noted for its steel and paper industries, and as a tobacco center. The new hotel is fostered by the industrial interests. J. M. Iseminger, a director of the American Rolling Mills Company, is president of the operating company. J. A. Aull of the Paul Sorg Paper Company, is vice-president, and Calvin A. Verity, whose father is president of the American Rolling Mill Company, is secretary-treasurer. The manager is Henry J. Potts, who has had an interesting career which will be noted further on.

The hotel is a five-story and basement structure of 115 rooms, 95 baths. It fronts 200 feet on Second street and 150 feet on Broadway. The site cost \$54,000, the construction \$440,000, and the furnishment \$95,000. The structure was designed by Frank Packard of Columbus, and Dwight P. Robinson Company built it, fireproof. It is operated European plan with rate of \$2.00 up.

The lobby is furnished in early English style, the furniture walnut, upholstered. The lighting fixtures are of wrought iron in polychrome. The chief ornament is a set of imported pilaster chairs. The windows are heavily draped, and the floor is rug covered. The office vault has private boxes. The front office accounting is by rack and card system. The room has the metropolitan service conveniences.

The dining room is finished in Louis XVI, the woodwork ivory enameled; the drapes puffed mohair and royal blue velvet curtain; the floor carpeted in blue and taupe. The grill room is called Windsor, from its unique furnishings.

There is a private dining room furnished in Chippendale style.

The coffee shop has lunch counter, soda fountain and ice cream dispensary. From this department pastries and food delicacies are retailed for outside consumption and delivered to any part of the city. The china is Maddox, the silver Pix.

Club meals are served for breakfast and lunch.

The kitchen is Albert Pick and Company equipped, the ranges of Armeo ingot iron, made from the trademarked product of the American Rolling Mill Company. A Garland range is installed for combination coal or gas fuel. The kitchen equipment includes Crescent dishwashing machine, Buffalo meat and vegetable chopper, Sim-peel-o vegetable paring machine, Curtis egg boiler, aluminum utensils, and Seeger refrigerators. The bakeshop has portable oven, gas fuel.

The bed rooms are mostly connecting. Some are papered, others painted. Those that do not have private bath have lavatory and toilet. The beds are metal with box springs and felt mattresses; the carpets Axminster laid over Ozeite, to give the soft tread and other good qualities for this lining. Twenty of the furniture suites are enameled, the balance walnut.

The steam heating is by Warren Webster vacuum system; the radiators American Radiator Company make. The plumbing is Crane Company. The closet bowls are from the M. J. Gibbons Supply Company. The seat is whalebonite; the paper holder Goleo. The drinking water service is by vacuum bottle.

There are a number of large sample rooms.

The halls have elevator landing enclosed and noiseproof. The elevators are Otis. There are seven public baths.

* * *

Hotel Manchester notes

The local paper said of the new enterprise, editorially: "As a home for the transient public it will be ideal, as a social civic center for varied functions it will at once fill a niche in the life of the community. From the very outset, Hotel



1. HOTEL MANCHESTER, MIDDLETON, OHIO.
 2. Lobby, Hotel Manchester.
 3. Dining Room, Hotel Manchester.
 4. The Grill, Hotel Manchester.

5. Soda-Lunch, Hotel Manchester.
 6. Typical Bed Room, Hotel Manchester.
 7. Kitchen, Hotel Manchester.
 8. Bake Shop, Hotel Manchester.

Manchester will become an institution, dispensing hospitality for which Middletown is already famous. It is a monument to the progressive spirit of those unselfish citizens who caught a vision and have labored diligently and well to make their dream come true. It is the first edifice to be erected in Middletown's civic center at Second and Broad streets and as such points the way to those other institutions which already are the backbone of Middletown's matchless civic life. The new hotel will be dedicated to Middletown and her ideals, reflecting the conscientious spirit of her citizenship to the world as the strangers come and go—carrying with them throughout the land a message of public service from 'The City With a Soul.'

Manager Henry Potts was born in the Empire Hotel of Toronto, which was kept by his father. He left home before he was eighteen, and since then has seen more of the world than one man in a million. He apprenticed himself to a hotel in Paris; worked in Berlin and Egypt; was chief steward for Cecil Rhodes in South Africa, then went to Australia, Japan, China, and back to Canada where he ran a club in Cobalt. He built the Shuniah Hotel at Porcupine, and was burned out there. He sailed twice around the world as chief steward of the Steamship Pansa. He was for years with the P. & O. Steamship Company. In recent years he has been with the Forest Home Outing Company in the San Bernardino Mountains near Redlands; managed the Elks Club in Jackson, Mich., and the Seminole in Jacksonville, Fla. He can talk interestingly of nearly every part of the civilized globe.

The Middletown Hotel Company was organized December 9, 1919. The building plans were approved in February, 1921, the builder agreeing to complete the structure within a stated price of \$400,000. Construction began in November, 1921, and the hotel opened for business November 3, 1922.

The illustrations of Hotel Manchester are all from photographs, and picture the consistent utility features of the structure as suited for hotel purposes.

The refrigerating machine is a Baker of ten tons capacity, supplying seven Seeger refrigerators.

The ladies' parlor is daintily furnished with decorated furniture and rich drapings.

The water is softened with Permutit system, 20,000 gallon capacity.

The plan permits of enlargement with another wing.

The barbershop has six chairs, sterilizer, and manicure.

The crest is that of the City of Manchester, England.

The vacuum air cleaning is from stationary plant.

A garage, under construction, will house 200 cars.

The public lavatory has coin in slot toilets.

Taxicab fare to the dopt is twenty-five cents.

The hotel has seven business stores for rent.

The soda grill is finished in black and orange.

The hose racks are Allen Mfg. Co.

The ventilation is with Ilg fans.

The laundry has Simplex ironer.

Welcome, Stranger

New York's "welcome stranger" movement has proved so beneficial that the committee in charge is desirous of giving information of it to chambers of commerce of other cities who desire to start similar movements; and in particular to interest the hotels. The purpose is to have leading civic, educational and industrial groups and organizations to co-operate in the following ways: 1. To disseminate information helpful to the city, to the newspapers of the country and to build up good will between your city and other communities. . . . 2. To act as a clearing house for information about your city both to individuals and to groups and conventions visiting the city. . . . 3. To increase the evidences of hospitality in your city and to increase the stranger's ability to make use of all that your city offers. . . . 4. To fight generally for the stranger's welfare in your city.

Successful Experiment in Hotel Mutual Insurance

We have received from William W. Davis of Riverbank Court Hotel, Cambridge, Mass., a report of the Hotel Mutual Liability Insurance Company fostered by the New England Hotel Association, and whose business has been taken over by the American Mutual Liability Company. Unforeseen conditions prevented the Hotel Mutual from continuing, but the business during the time it operated demonstrated a great saving can be made in liability insurance premiums to hotels. The following approximate figures may be of interest: Percentage of cost to premiums paid: 50 9-10 per cent of hotels had no claims filed for compensation or medical service; 49 1-10 per cent of hotels had losses of 74 per cent of premium paid; cost of operation 15 per cent; dividend 11 per cent.

John Breen, veteran hotelkeeper of Dayton and ex-president of the Ohio Hotel Association, has a son twenty-two years of age who recently was graduated from college, then put on overalls and worked in the Ohmer Taximeter plant in Dayton to become familiar with the manufacture and use of these taximeters, and now is in South America, a salesman for the company.

The Read House of Chattanooga has been remodeled to give many new rooms with bath, and changing over rooms with lavatory to combination lavatory and toilet.

THE KIRKPATRICK OF OKLAHOMA CITY

45 Rooms, 45 Baths, \$2 a Day, European Plan

J. J. Egbert has opened Hotel Kirkpatrick in Oklahoma City, built for him by A. J. Kirkpatrick from plans by Monott & Reed. The hotel is three stories, 45 rooms, 45 baths, and operated European plan at \$2.00 a day. The land cost \$30,000, the building \$80,000 and the furniture \$15,000. Mr. Egbert says the owner will add four more stories within the next two years, making it seven stories, 120 rooms, all with bath, and to have the seventh floor devoted to dining room and sample rooms; also a roof garden.

The hotel fronts north 50 feet on Sixth street and west 140 feet on Robinson street. The main entrance is from Robinson. The construction is brick, stone, concrete, hollow tile and locksteel partitions. The hotel was furnished thruout by Albert Piek & Co.

The lobby has upholstered wicker furniture, safe, and the modern service accessories. The front office accounting is by rack and card system. There is a Dalton adding machine in the private office.

There is an attractively furnished parlor. The restaurant, 30x40 feet, has tile floor, paneled walls, bentwood chairs, decorated china, and waitress service. Club breakfasts and table d'hôte dinner vary the a la carte. Guests write their orders.

The bed rooms are furnished in mahogany; the beds Simmons, with Slumber King mattress; the chairs upholstered; the carpets Bigelow-Axminster; the phone portable; the waste basket metal; the illumination, central chandelier, bracket, and bed light. There is trunk rest. The windows are draped with marquissette and cretonne. Cold drinking water is served in vacuum bottle. The corridor doors have occupancy indicator and wood transom. The bath room doors are mirror-faced. The rooms are steam heated. The clothes closets have private key.

The bath rooms are mechanically ventilated, tile lined, tubs built-in, Neversplit seats, glass rods.

The halls average 5½ feet, are open at ends, electric lighted, and carpeted full width.

The kitchen has Lang range, gas fuel, aluminum and steel utensils, Crescent A. A. dishwasher, Lee bread crumber, Enterprise meat chopper, Elgin butter cutter, Mastermade urns, new Rapid ice chipper, and electric power. The bake shop has portable oven (gas fuel) and Read mixer.

The storeroom has Seeger refrigerators.

The vacuum cleaning is done with portable truck, electric.

The barbershop has six chairs, sterilizer, and manicure.

The hotel is one block from the depot, taxi fare 25 cents.

Garage is half a block from the hotel.

The help room out. Rest rooms, bath rooms and steel lockers are provided for them.

Mr. Egbert is proprietor, manager and steward; his wife housekeeper. Mrs. Oehman is cashier; Mrs. Kennedy, head waitress; C. Zimmerman, chef; J. Appleby, pastry cook. The hotel opened for business October 1, 1922.

Hamilton Heads Fresno Hotel

Charles B. Hamilton, president of the Hamilton, White and Smith Company, writes that this firm took over the Hotel Fresno of Fresno, California, on January 1. The hotel was built fireproof ten years ago, has 226 rooms, 180 baths, and has been a prosperous house. Mr. Smith of the firm is Clayton V. Smith, former manager of the Tegeler Hotel at Bakersfield, and he will be resident manager of the Fresno. Mr. Hamilton writes that Fresno is the metropolis of Central California, and believes that it will soon rank third in size and importance in the state. He expressed pleasure at a recent visit from his old employer H. W. Thorp of the Goodrich Transit Company, Chicago.

King Sells Savoy, Seattle

W. G. King has sold his interest in the Savoy Hotel of Seattle to W. G. Potts and W. N. and J. A. Gilmore, for \$125,000. Mr. Potts, of the new firm, was formerly of Hotel Diller, and has been state senator for eight years, during which term he wrote several of the hotel laws now on the statute books, and guarded against unfair legislation. Mr. King was trained in the old Plankinton House of Milwaukee, where he was graduated from storeroom through every department to manager. He went from Milwaukee to Kansas City, then to Seattle, with just three managerial experiences in his life-time.

The Kaskaskia Hotel of La Salle, Ill., has been sold to Max Teich and Carl Roessler of Hotel Atlantic, Chicago, and Erich Korb, associate manager of Hotel Atlantic, who will be resident manager of the Kaskaskia. This hotel, designed by Marshall & Fox, architects of The Blackstone and Drake Hotels of Chicago, is considered one of the best in Illinois. It was described in THE HOTEL MONTHLY of December, 1916.

A hotel man who was asked to make a talk to the Kiwanis Club of his city on Hotel History, writes that he gathered much valuable information from the book "Hospitality," by John McGovern, which was first printed in serial form in THE HOTEL MONTHLY.

A. P. Rogge, owner of the Clarendon Hotel, Zanesville, Ohio, was married last month to Miss Cora Smith, secretary-treasurer of the Rogge Hotel Company. They are making a wedding tour in the East.

MISSOURI-KANSAS-OKLAHOMA'S ELEVENTH ANNUAL

Spirited Debate on What Is a Hotel? : : Ideas in Construction, Equipment and Food Economies : : Talks on Light, Power, Telephone, Meats and Margarine : : : Members Entertained at County Fair in Swell Hotel Ball Room

The eleventh annual meeting of the Missouri-Kansas-Oklahoma Hotel Association was called to order in the Baltimore Hotel, Kansas City, November 27, by President Walter H. Mars. Mayor Frank Cromwell welcomed to the city. The mayor is a provisions dealer by trade. He said: "I can speak your language. The more business the hotel and restaurants do, the more eggs I sell." He said he lived in a hotel (the new Bellerive). "Without service we do not get very far in this world. If you weren't real folks, you couldn't be in the business you are."

The secretary reported a membership roll of 363, the largest in the history of the association. The treasurer reported over \$6,000 in the treasury.

What is a hotel?

Joseph Huckins asked John Willy to define What Is a Hotel? Mr. Willy responded to the effect that it is a place where meals and lodging are furnished to wholesome travelers for pay; that both lodging and eating facilities be under one management; that the house be kept as clean, safe and wholesome as can be for the protection of the guests under its roof.

This definition brought about a spirited discussion, the opposition from men who operate places without dining rooms. Mr. Willy contended that the operator cannot properly serve his guests unless he controls both sleeping rooms and dining rooms, for, if the dining room be operated separate from the rooms, the landlord of the rooms cannot iron out complaints from the restaurant. He said that he believed a law should be passed defining what is a hotel, if only for the purpose of the government census, which cannot function in hotel statistics because of the lack of a designating name.

The hotel business from its inception, he said, has been to furnish the traveler creature comforts in rest rooms and food. The hotelkeeper in all history is associated with all-around catering, and his glory has evolved largely from the good things of his table—his hospitality—his welcome.

In contrast to this Mr. Willy pictured some so-called hotels which he has experienced in his travels, where, arriving tired and hungry, he could not be served food, but was invited to forage in nearby lunch rooms operated by Greeks, Chinese, or other nationalities. He did not find the "welcome" that he should have found in a building with the name "hotel" over its door.

Mr. Bray of the Dixon Hotel, Kansas City,

supporting his opposing views, said: "As a matter of fact, hotels all over the country have been cutting down the catering end of the proposition as much as they can. They find that the more they cut it, the better it is for them. They have done away with their elaborate dining rooms, except for special occasions. . . . If we are going to say that hotels are not hotels unless they have dining rooms, and are going to have the legislature pass upon it, I, for one, would be pleased to be classed as not owning a hotel, because we get rid of a lot of expense, and things of that kind, and it gives us a chance to make some money."

To which Mr. Willy replied that it was the business of the hotel man to know and operate the catering department; that is where the master hotelkeeper excels; and he should be and is proud of his ability in this respect.

Mr. Bohn, of *The Hotel World*, said: "The gentleman and I usually agree on everything, but I don't quite agree with him on that proposition. I know of one of the best hotels today in a good-sized city, in which the cafe is leased out at \$175 a month. I am going to make a little prediction and we will see how near it comes true in the next ten years. The whole proposition in a hotel, as every one knows, is not renting rooms, but in running the restaurant, and that is a business largely to itself. In other words, to feed men at a profit is a tremendous proposition that hotels are getting out of more and more every day. One man is fitted to take care of the front of the house and doesn't know anything about the back end. Another man is fitted to take care of the back end and possibly not the front. That is the way to co-operate. It doesn't necessarily need to be under one administration. It may be under one roof. But to define a hotel as a place where you furnish lodging and food, and compel it to be under one administration, would be, as has been said, closing a great many hotels which we classify and believe to be good hotels. I will make the prediction that more and more places will be run separately, whether under one corporation or two, and will operate the feeding part of it alone, because of the difficulty of it, and because of the fact that it takes two different types of men."

Mr. Medlar of the *Midwest Hotel Reporter* said he believed the modern hotel should, in its line, compare with the department store in the merchandise world. It should be a place where the guest might obtain every service for

his convenience, which includes a place to sleep, eat, send telegrams, telephone, buy cigars, newspapers, make train reservations, and have laundry and valet service. He did not, however, say that he thought that all or any part of these should be under the same management.

Mr. Neipp of the Robidoux Hotel in St. Joseph supported Mr. Willy. He said that he operated his dining room at a profit, that it is a matter of business and good catering, and that in his hotel, The Robidoux, the dining rooms are more profitable than the guest rooms. He thought the hotelkeeper should control both as matter of course, and that unless he did, he could not assure satisfactory accommodations in all respects.

Mr. Huckins of the Huckins Hotel System, said that the hotel business should be more dignified than simply rooms. In Oklahoma City, he said, there is more money invested in hotels than capital stock in the banks, and he thought this held good in most places. He could not see why a few rooms over a garage should be dignified with the name "hotel."

Mr. Mars of the Kupper Hotel, Kansas City, said he leased out his dining room to mutual satisfaction and profit; also that not more than three of the large hotels in Kansas City operate rooms and dining room under one management. He thought, however, that the hotel business should be dignified as Mr. Huckins had described, and the hotelkeeper take his proper place in society. He is not now a saloonkeeper. His business is now on a higher plane.

Mr. Clark of the Savoy in Kansas City, supported Mr. Willy's definition, and said that even tho the cafe is operated at a loss, there is great satisfaction to be derived from the feeling that one is an inn-keeper in the full sense of the word, personally catering to every comfort and desire of the guest within one's hotel.

A committee was appointed to consider this definition of hotel, and to bring in a report at the next annual meeting of the association.

Changing conditions with country hotel

Mr. Huegel of the Mark Twain Hotel, Hannibal, Mo., spoke on "Changing conditions with the country hotel." He said that in his town of 20,000 the business has changed in recent years from 75% traveling men to 50% and now it is 50% local and community. The cafe business is changed from 50% local to 75% local. The automobile has brought about the change to a great extent, and he gets much business in this way from the smaller towns around.

Sam Dutton spoke for the Greeters of America, and the Greeters' Home in Denver, and won enthusiastic support of the meeting. It was also decided to boost the candidacy of Joseph Dumont, manager of the Baltimore Hotel, Kansas City, for president of the Greeters.

A question of light and power

Hugh R. Blackwell, vice-president of the Kan-

sas City Light and Power Co., gave an interesting talk on the public utilities and their use by the hotels. Speaking on the question of a hotel owning its own power plant or buying power from a public concern, he said that the former was an advantage when coal and labor were cheaper, and labor was more pleasant and more adaptable. He believes that today, the large station, by producing power on a large scale, can make it cheaper than a small station possibly can. Taking as an example a requirement of 300 k.w., which is the equivalent of about 2 million k.w. hours a year; to produce this requires about 3,600,000 pounds of coal when produced in a large plant. Now if the small individual plant should try to produce this power it would require about 15,000,000 pounds of coal.

In regard to the individual power plant, he said a condensing plant is cheaper and more economical than a non-condensing plant, because of the increased efficiency. It is better to have a separate heating plant than to use the exhaust steam for heating. One advantage of the individual plant is that you pay your own bills and know what it costs to generate the power, and how the costs are proportioned. The disadvantages are labor troubles, ashes, smoke, etc. A breakdown requires time and skilled hands to put the system in operation again. Also when one starts to produce power, he is venturing into another line of business which requires for its successful operation men who have studied its economies and operation. It requires the combination of a practical and a theoretical man to be of value in using the power plant to advantage. Mr. Blackwell believes that the average hotel man does not have sufficient accurate information to determine the costs of power production. He advocated a close co-operation between the public utility and the hotels, saying that the business of the public utility was to produce power for the consumers cheaper than they could produce it themselves with an individual plant.

He gave a demonstration of electric and gas meters showing that electric meters are more accurate than a watch and that it is impossible for them to speed up with use, while it is possible for them to slow up due to increased friction.

The electrical measurement, a kilowatt, is hard to conceive. A machine was demonstrated which weighs the condensate from the steam used in generating the current. Knowing the k.w. produced per pound of steam passed thru the turbine, the total generated can easily be computed. By this method it is easier to grasp the meaning of the electrical terms.

* * *

Many valuable ideas were brought out in the discussion which followed Mr. Blackwell's talk. Sometimes the meter reads three or four times what it should. The cause of this is that the meter has been equipped with a transformer

which makes it a proportional meter. This is meant for use on circuits carrying heavy loads, and when used on light loads causes an increased reading.

Grounds caused by worn insulation giving a contact with water pipes is another source of current loss. It is similar in its effect to a leak in a water pipe. There are meters to detect these losses.

Lamps whose voltage comes the nearest to that supplied should be used to get the greatest efficiency in light and in the length of the life of the lamp. The nitrogen lamp, type C, is very desirable because it will not darken, it disseminates the heat quicker, gets the filament more nearly up to the melting point, and is economical. However, it must be kept away from the eye source because of the glare. They should be frosted or shaded. A 50 c.p. lamp is sufficient for a 10x12 room, but depends to a great extent upon the color of the walls and trimmings, dark colors requiring more light than others.

Mr. Blackwell advocated the hotel having one main meter on the system which would record the total current used. Then to determine the current used by the separate departments, insert separate meters in each of the departmental circuits. The sum of these meter readings would be a check on the main meter.

In some cases the current used is on a three phase circuit. In this case it frequently happens that there are two single phase meters used to measure the current. This is just as accurate as if there were one meter, but the sum of the two must be taken to get the total.

John Willy read a paper on "Better Country Hotels" which is printed in full elsewhere in this issue.

Mr. Mong of the Randolph Hotel, Des Moines, advocated cafeteria in hotel; and, in particular, paying more attention to catering for women patrons in the dining rooms.

Competition with outside lunch rooms

Mr. Allis of *Tavern Talk* spoke on "Observations in his travels." He devoted most of his address to the food proposition and the competition of hotel with outside restaurants and lunch rooms. He said that he found most people are doing the best they can to meet this competition; that it is a problem for every hotelkeeper to work out for himself. He commented on the reduction of prices, which almost invariably means a reduction also in quality and impaired service; that to hold trade one must both give value received and please patrons. He thought there should be a law compelling wholesome conditions in restaurants and places where food is prepared.

A bit of laundry information

Mr. Smith of the Savoy Hotel, Denver (invited to speak on the laundry question), said he was paying \$1.20 by count, and saved forty per cent by investing \$7,200 in a laundry plant.

After we had put in our laundry plant, he said, the laundry people offered to buy it at advanced price and charge us less than what it was costing us to do the work. He said that his hotel has a lighting plant in reserve; that because it is there, and can be hooked up in thirty minutes, brings a low rate from the public utility.

Food economies

Mr. Huckins, speaking on "Marketing of foods in the dining room," said we must sell for more than it costs in order to make a profit. If the Greek or Chinaman can make a profit, he said, why not I? Speaking of economies, he said: You cannot do it in figures. You must keep an eye on the back door and in the store room. There is such a thing as being over-organized.

Coffee shop ideas

Mr. Sweet of Arkansas City told of his experiment with the coffee shop. He had a steward and the place lost money. The steward said "It can't be made to pay." He discharged the steward and gave his personal attention to the proposition, and the business changed from loss to gain right away, and has made money ever since. He has thirty-two stools and sixteen tables.

Mr. Manning of the Goldman, Fort Smith, Ark., spoke of similar conditions to those of Mr. Sweet's, and said that by giving attention to the coffee shop it had not only prospered, but increased the rooms business.

Mr. Moore of Rock Island, who formerly kept hotel in Kansas City, told of his solution of the coffee room problem by employing people only of the right disposition and willing to work.

Mr. Palling of the North American, Ottawa, Kas., told of his success in operating country hotels, and that there was nothing to it but conscientious work.

Economies, front and back

Mr. Duncan of Pawhuska told of his experience: that he started with a percentage chef, but there was a great deal of waste went out the back door. He bought a thousand chickens, he said, and put them to pecking against the garbage pan, and got some of it back. He told of his laundry economies, in particular as to making his own soap from the kitchen grease; and the great saving by putting in the D. K. water softening plant that cut down the soap bill still further and gave good water to wash with. He told of his experience with a negro chef that he had trained and had an arrangement with that if he stayed five years he was to have a bonus of a thousand dollars; and the man got the money. My big business, he said, is to educate for the other fellow, as, for instance, Mr. Sweet here got a clerk I trained. He told of his plumbing economies, how in building an addition he fixed the pipes for the bath room in a way to save \$20,000 on a 90-room hotel, and that the wall-type hung closet helped in this economy. In the twelve years that I have operated, he

said, I have never had over three visits from a plumber, and in ten years there has been only one clog in the public toilets.

A boost for kitchenette apartments

Mr. Beaton of the new Bellerive Hotel, Kansas City, told of the success of the kitchenette apartments in his Melbourne Hotel of St. Louis and in the Bellerive. He said that he expected to build six apartment houses in this part of the country to cost from \$1,500,000 to \$2,500,000 each. He told of the policy of favoring table d'hôte and the small a la carte. He thought that for hotels of under 300 rooms the tendency is to go back to American plan. He thought the Provan idea of bed and breakfast good. The traveler today, he said, is not the same as before the war. He is now higher educated, and more of an arguer as to the rate of rooms.

Mr. Bohn of *The Hotel World* spoke on Vocational Training. He outlined the problem of the American Hotel Association in this respect, and closed with an oratorical peroration that brought down the house, the applause lasting for some minutes.

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Smoked meats and margarine

Mr. Wood of Wilson & Co. spoke on "Smoked meats, shortening and margarine." He had an exhibit, and by demonstration made his talk particularly interesting. He told of the preservation of meat for keeping and transport and outlined the history of the different processes so far as known from 400 B. C. down to the time of the civil war, when the English with their 4-4 (four days in salt, four days in pickle), made the first great departure in drying, the air of England lending itself to this purpose. He told of the smoking of meats from the practice of the Indians to keep off insects; that the creosoting prevents air getting in. It was after the civil war that the heavier cure experiments brought about the success which today has produced the cured meats we think so highly of. Mr. Wood pointed out, by exhibits, the great difference in hams, and told of the breeding, feeding, selecting and handling of pork; how the packers are educating the farmer to raise and deliver the right kind, not too fat, or lean, or leggy. The hog to bring the best money weighs about two hundred pounds. The short leg for largest percentage of ham or bacon of desirable cut. The buyer pays the highest price on the hoof for the hog yielding the "just right" meat. He told of the salt, sugar, saltpeter, and the temperature to take the proper cure. He favored open kettle rendered lard as the finest made. Pure lard, he said, is grainy, the other smooth. He told of the oleomargarine, butterine, and high grade substitutes for butter that the packers make, and for which the government gets ten cents a pound for giving the butter color. The French pastry baker, he said, will take pure butter and wash the salt out of it. We make a butterine without



JOHN S. SWEET

President, Missouri-Kansas-Oklahoma Hotel Association.

salt that will make puffier and fluffier pastry than good butter.

Economies in hotel construction

George Seidorf of the Broadview Hotel, Wichita, spoke on Economical Hotel Construction. By engaging engineers for different departments he saved in concrete, steel, steam heating, and the elevators. He got to the man while making the plans, to avoid making mistakes. The more electrical switches put in, the better for economy, he said. Instead of putting ice water in the rooms he saved \$12,000 by having a fountain on every floor. He put in Servidors, and they are proving an economy. He painted the rooms in oil, which is as cheap as paper, and can clean the rooms seventy-five per cent cheaper than to have them repapered. The cheapest bid is not often the most profitable, he said. You cannot put in a cheap elevator and give service to the guest. It was only \$1,200 difference between the 250- and the 400-feet a minute elevator. It is no economy to put in one boiler. Put in two and have twenty-five per cent more capacity to heat than ten degrees below freezing. One boiler will give all the heat up to real cold weather. The first installation is costly, but length of life makes it cheap. Have hot water heater in du-

plicate. It isn't always the first cost, but "How long will it operate?" Mr. Seidorf said that he began excavation for his hotel September 19, 1921, and opened for business June 14, 1922. He told of a catering feat of serving 4,000 people in convention hall in eighteen minutes by ladies of the Eastern Star.

A class in telephone operation

One afternoon was devoted almost entirely to a demonstration of the various working units of the automatic and manual telephone exchanges. This exhibit was staged by the Kansas City Telephone Company, and the workings were shown in practice by officials and six young women operators of the company who handled, instructed, and amused as well the hotel people by showing how complaints come; and why, owing to the public not thoroughly understanding the workings, irritating things happen.

Suggestions for 24-hour-day rate

Mr. Clark of Hotel Savoy, speaking on twenty-four and thirty-six hours for the same day rate of room, told of a condition he found in Colon, when, upon registering, he was presented with a card to the effect that at "10 a. m. tomorrow this room will be vacated unless you register again"; that is, twenty-four hours after I registered another day will begin. The government runs the hotels in Colon.

Mr. Huckins said that in Oklahoma the day begins at six a. m. and ends the next night at eight p. m. If a guest registers at 9:05 p. m., he pays half a day extra if he stays till midnight. After that, it is two days.

* * *

Tavern Talk of Kansas City is complimented on its complete and accurate presentation of the doings of the M. K. O. convention, the issues for December 2 and 9 being devoted largely to this subject.

The officers

These officers were elected: President, John S. Sweet, Osage Hotel, Arkansas City, Kas.; vice-president, Carl J. Hammons, Parkinson Hotel, Okmulgee, Okla.; treasurer, W. A. Brannum, Sexton and Sherman Hotels, Kansas City. Board of directors: Barney L. Allis, Tavern Talk, Kansas City; A. B. Clark, Hotel Savoy, Kansas City; Walter S. Mars, Kupper Hotel, Kansas City; W. G. Hutson, Eldridge House, Lawrence, Kas.; F. W. Colegrove, Mercer, Densmore and North Hotels, Kansas City; Sam B. Campbell, Coates House, Kansas City; Joseph Huckins, Jr., Huckins Hotel, Oklahoma City; T. H. Glancy, Marquette Hotel, St. Louis.

* * *

The M. K. O. entertainment

The entertainment by the Kansas City Hotel Association was of the most lavish and unique kind. The capsheaf was a County Fair staged in the ball room of Hotel Baltimore, the entertainment a creation of Joseph Reichl. The floor

was covered with sawdust. There was everything one could imagine of the regulation county fair—barkers, games of chance, the fortune teller, a band of various instruments, singers, speakers (including His Honor the Mayor). There was the tattooed man, the bearded lady, a calliope, the wheel of fortune, the wild man, the snake charmer; agricultural exhibit of calves, sheep, hogs, dogs, chickens, turkeys, guineahens; a bar with cider on tap; a menagerie of bear, kangaroo, and other animals; a board laden with eats of various kinds, in particular hot dogs, and peanuts galore. The fair was illustrated in a booklet described as "Ofishal Deerectory."

The banquet at the Muehlebach was a culinary triumph; the setting of the room a garden, the ceiling bowered, and all over pendant lights illusioning stars which twinkled; that is, from among hundreds of lights there was a constant change by turning on and off certain lights, giving the illusion of twinkling stars. Many of those at the banquet had attended famous feasts in New York, Chicago, and San Francisco, but had never before experienced one with the peculiar charm of this Kansas City creation. Wallace N. Robinson was the toastmaster. The musical entertainment was by Fritz Hanlein's Cafe Trianon Ensemble and original musical revue arranged and produced by Milton H. Feld.

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The banquet of the Missouri-Kansas-Oklahoma Association at The Muehlbach:

Hors d'oeuvres Nationale
Clear green turtle, Maderia
Almonds Pecans
Salmon trout, Muehlbach
Sweetbread papilote, Baltimore
Birds en canape M.K.O
Celery au beurre
Salad Mid-Continent
Rose Americaine
Petit pattissiere
Mocha

The Rocky Mountain Hotel Association re-elected Martin E. Rowley president. Montana was admitted to membership, the other states being Colorado, Wyoming, Utah and New Mexico.

"The New York State Hotel Association Official Membership Book, Legal Advisor and Buyers' Directory" is issued from the Association headquarters, 334 Fifth avenue, New York, price \$5. It is a book of 420 pages. The legal advisor department has ten pages of index.

The Greeters of Chicago elected these officers: President, C. L. Corpening, North Shore Hotel, Evanston; first vice-president, Houston Bond, Hotel Atlantic; second vice-president, Matthew McDevitt, Hotel LaSalle; secretary-treasurer, E. R. Lucas; chairman of board of governors, Geo. E. Wolf; members board of governors: Avery G. Warren, Eric Korb, Lee Hauer, Joseph Palise, George Roberts, Carl C. Roessler.

OHIO HOTEL ASSOCIATION'S TWENTY-NINTH ANNUAL

The Membership Represents About 20,000 Rooms : : : Condensed
Report of the Discussions : : : Hospitality of Youngstown Hotel Ass'n

The twenty-ninth annual convention of the Ohio Hotel Association was called to order in the Ohio Hotel, Youngstown, December 8, by President G. G. Lippincott. About a hundred members answered to roll call. In his opening address President Lippincott said:

We have come to shape our own affairs, to bear witness to that which may be best for our association. Our coming together today is not merely for pastime, for we are not wholly prompted by the thought of the social pleasures that may come to us. We have some things on record that call for serious attention; but we are assured that there will be a fair mixture of business and pleasure; and after all, that is what life stands for in the experience of the man or woman who in hotel life would meet the measure of success which earnest effort earns and deserves.

We, who are enlisted in the service for that part of our citizenship (which must room and board in quarters away from the home), carry a weight of responsibility that to some may appear light; but most of us are frank with ourselves and realize that we are the paid keepers of those brothers and sisters who come to us for food and comfort, and that ours is a responsibility that stands for much in every community with which we may be associated.

We are the descendants of the genial gentleman who harkened the arrival of the post chaise, and hastened with foaming stein and loin and steak to the nourishment of his guest, and failed not in any particular in service to the visitor who sought his roof. The responsibilities of the innkeeper who welcomed the great man and the small man of early days have not been lessened by the passing of years. Our hostelries are more pretentious, our guests are more in number, but our hearts must be and are just as warm.

We as an association are banded together, not alone for our own financial emolument, not alone that we may impress the public with a sense of our mastery of cuisine, but we are here to talk over matters that have a real bearing on being the real host to that man or woman, that son or daughter, who may come to us seeking that which by circumstance is denied them in the way of home.

Gentlemen, have you ever thought of that? Have you ever thought in those nights when real winter is poking her long, snowy fingers under the doors, that there should be something beside steam heat and a room check inside your doors for the wayfarer? A cheery smile and a warm handclasp may be more welcome than anything you can provide in material comfort. There is more to the hotel business than merely room and board. The knickerbockered gentleman of the inn days knew that.

Now, gentlemen, let me urge you, come into these sessions with a seriousness of purpose that will commend us to those who come after us in our undertakings, as those who have gone before us are commended by us, regardless of the handicaps in service by which they were sorely encompassed. Their doorways were stone cobbled, chill and noisy, but the

traveler forgot this. Modern conveniences permit us to give our guests better material comforts than they could give. But our calling is a profession only when we glorify it with the radiance and good cheer of the old-time hostelry. And thruout all the meetings and social gatherings of this, our twenty-ninth annual convention may that same radiance and good cheer prevail.

* * *

Secretary McClung reported a total membership of 277 and that the 207 active member hotels represented 19,810 rooms. Treasurer Wilkinson reported the association in good financial shape. Chairman Defenbacher of the executive committee reported adversely on special rates for state employees; and advised that Sweetson alleged contracts are not enforceable.

Chairman Nickels of the legislative committee spoke of the success of the group meetings in every county of the state and the possible beneficial effect on legislation. He warned against several dangers; in particular: insurance of unemployed; the regulation of rates, the insurance of the automobiles of guests, and the minimum wage. The liability law wants tightening up, he said, and the wilful defrauding of a hotel should be made a felony instead of a misdemeanor.

Sam Dutton of Denver spoke for the Greeters of America and the Greeters' Home in Denver, and made so good a talk that the members of the Ohio Hotel Association subscribed in contributions of from \$1 to \$25 more than \$500 in ten minutes.

John McF. Howie, president of the Buffalo Hotel Association, made a stirring address on "The Constitution of the United States," which Gladstone eulogized as "the greatest instrument struck off by the hand of man." He paid particular attention to the 18th amendment and the necessity of conscientious citizens understanding it, what it means, and living up to the letter of the law. The address was enthusiastically received.

Group meetings

In the afternoon there were group meetings for the discussion of matters of particular interest to hotels of towns under 10,000; of towns between 10,000 and 50,000, and of cities of over 50,000 population, respectively.

The group representing the larger cities gave considerable time to discussing the matter of ill-advised hotel promotions, and reported to the main body a resolution to the effect that it is the sense of this meeting that a committee be formed to devise ways and means of furnishing reliable information to would-be investors in

the hotel business in the state for the encouragement of worthy promotion, and the discouragement of destructive and wasteful competition.

Workmen's compensation

Emile E. Watson, consulting actuary, spoke on the Workmen's Compensation Laws of Ohio. He said that Ohio is the largest carrier of workmen's compensation in the world. It began in 1911. The annual collection of premiums is twelve to fifteen million dollars; the hotel pay roll \$43,696,000; the total premiums \$328,599; the total losses \$274,015. There have been 31 fatalities. The primary cause of accidents is from elevators. The weak point of the law is that the employe has the option to sue you, rather than accept the compensation. Mr. Watson thought it better for the workmen to rely on compensation rather than the gamble of taking the matter to court at the risk of a loss. He said the average is 600 cases a day, of which sixty-six per cent covers disability period of less than a week, for which there is no compensation other than medical and hospital. The big reserve is to carry claims that are in abeyance and to mature future liabilities. Last year a thirty per cent dividend was declared, and the rate reduced as a consequence from 105 to 70 cents. He said that only about half of one per cent of the claims are carried to court; that the widow, for instance, who is allowed \$5,000 on a death claim is paid in weekly installments over a period of eight years; and that total disability carries pension for life. He said that prospective legislation might increase maximum limit of occupational disease, also old age pensions and unemployment insurance; also might transfer cost of administration to the employer. Under the old system of suits eighty per cent of the claims were not paid, whereas under the workmen's compensation one hundred per cent are paid. There are an average of 180,000 accidents a year in Ohio, and all get compensation.

A. H. A. research bureau

Henry J. Bohn of *The Hotel World* made a stirring address on education; the prospective benefits of the A. H. A. movement to this end, and its inspiring to better conditions and service.

Mr. Robinson, of the A. H. A. research bureau, spoke on the why and how of raising two million dollars. When questioned from the floor as to how the money is being raised, and Ohio's quota, he gave answer in a general way that the proposition is to divide Ohio into four districts with one state chairman and four district chairmen, each district to have two sub-chairmen; the quota figures estimated from \$85,000 to \$115,000, payable over five years' time, and based on gross annual income per room, and one-tenth of one per cent of that. He thought a drive of from thirty to sixty days' time should raise the amount.

The resolutions committee offered several

changes in the constitution and by-laws, all of which were made.

It was decided to establish a permanent office in Columbus and to employ an executive secretary to look after the affairs of the association, the association to prescribe the duties of said secretary.

An advisory committee consisting of all past presidents of the Ohio Hotel Association was formed to determine the policy of the association in all matters and report to executive committee.

Mrs. Agnes McVey, a member of the association, who is seventy-four years old, and was unable to attend the meeting, sent this greeting, which, for runic rime, savors of Edgar Allan Poe:

Youngstown! The name, when said or sung, falls trippingly from lips and tongue, and echoes all glad hearts among—and makes them feel that they are young.

But I! Well, I have long since doled the bounteous wealth, the precious gold of youth—so let the truth be told: I'm growing just a trifle old!

The way's a little long I fear; and, at this season of the year—when winds are chill and skies are drear—I feel I'm better off right here.

I would be with you, if I could; I could be with you—if I could forget to do the things I should, and quite lose sight of mine own good.

I cannot come; but I would lend encouragement, and so I send a hearty greeting to each friend—and may our friendship never end.

* * *

Ernest Salow, veteran proprietor of Hotel Salow, was missed from the meeting on account of a serious illness. A special resolution of sympathy was passed for him.

Henry Dietz of Hotel Youngstown, one of the veteran hotelmen of the city, showed the new, modern 100-room hotel which he has developed.

Henry Halfacre of Hotel Portage, Akron, backed by the Akron Hotel Association, invited the association to meet in Akron next year. Accepted.

It was decided to continue the group committee meetings in each county for the coming year.

* * *

These officers were elected: President, W. G. Nickels, Hotel Reeves, New Philadelphia; vice-president, Floyd A. Goodwin, the Buchtel, Akron; executive committee, three-year term, G. G. Lippincott, Kumfort Hotel, Marion; one-year term, F. E. Martin, Hotel Havlin, Cincinnati. Treasurer Martin Wilkinson and Secretary C. H. McClung were re-elected. The new officers were installed.

* * *

Wm. G. Nickels, newly elected president of the Ohio Hotel Association, began his catering life about twenty-five years ago as dining-car steward on the Baltimore and Ohio Railroad under Ernest V. Baugh, and attributes much of his success in life to the training under Mr. Baugh.

His first hotel experience was steward of the Keystone Hotel in Joplin, Mo.; this followed by his becoming steward of the Olivia Hotel in Joplin. Then he spent some years with the Fred Harvey hotel and dining car system, and in 1910 leased the New Reeves Hotel, which he now operates. This hotel was formerly the Sherman House, and was kept by Lafe Wallick, who came to New Philadelphia from Shanesville, a nearby town. Mr. Wallick was the father of Lou, London, Adrian, Will, and Jake Wallick, four of these five boys becoming prominent in hotel circles in other cities, in particular Providence, R. I., New York City, Toledo, and Columbus, Ohio. Three are now active in the hotel business, and one is a hotel broker.

Mr. Nickels has been a continuous subscriber to *THE HOTEL MONTHLY* for about twenty-five years, and is the proud possessor of an almost complete file of this paper.

* * *

The entertainment

The entertainment at Youngstown by the Youngstown Hotel Association was thoroly enjoyable; most of the functions held in the Ohio Hotel. Buffet luncheons were served for the men in the ball room between sessions each day, cafeteria de luxe style. A luncheon for the ladies was served at Hotel Warner in Warren, Ohio, the ladies being taken there by automobile. There was a luncheon for ladies at Hotel Salow a lobster dinner for ladies and gentlemen at Hotel Ohio, a theatre party, boxing show, and the annual banquet.

Joseph Bond, assistant to Mr. Hannan at the Ohio Hotel, made many friends.

The banquet was one of the best the association has ever set down to; good foods faultlessly served, and won high compliment for General Manager Hannan.

Twenty-ninth annual banquet of the Ohio Hotel Association at the Ohio Hotel, Youngstown:

Seatang on half shell
Celery

Salted almonds	Queen olives
Green turtle	
Crab meat, fresh mushrooms, Maryland	
Breast of chicken, fresh mushrooms under glass	
Grilled sweet potatoes	
French endive	
Thousand Island dressing	
Fruit ice cream	
Assorted cakes	
Coffee	
Mints	

YOUNGSTOWN, OHIO, NOTES

We registered at the Ohio Hotel of Youngstown (described in *THE HOTEL MONTHLY* of November, 1913). Since Mr. M. C. Hannan assumed control of this property he has made a number of changes. The barber shop and billiard room is moved from the basement to the ground floor. The old bar room is now the comptroller's office and a store room for the candy



W. G. NICKELS
President, Ohio Hotel Association.

shop and drug store. A soda fountain and a ladies' accessory shop occupy the rooms alongside the main entrance, formerly used for waiting room and writing room. The basement location formerly used by the bar and barber shop is now a Turkish bath establishment. We asked the manager if the Turkish baths are as well patronized now as before prohibition. He said that in this particular establishment the business is better for the reason that the patronage is now largely business men who come to have physical culture training, together with the baths, and the absence of "drunks" makes the place more agreeable for the self-respecting business man.

A large space in the basement is devoted to cafeteria operated on unique lines, and with the refinement of table cloths and complete set-up. Miss Hackett, in charge of the cafeteria, is a graduate of California College in Pennsylvania; also of the Lewis Hotel Training School. Her assistants, during the hours when the place is not busy, the slack hours, are employed in putting up marmalades, jams, and the like, so that practically all foods of this nature served are home-made.

The checks average 56 cents. There is a short order department which is used in particular during breakfast and supper hours for steaks and the like.

The trays are sent by conveyor to the dish-

washing machine in adjoining room, the conveyor with gravity rollers thru a slide, then on power apron to the rotary dishwashing machine.

At the entrance to the cafeteria there is a check room with sign "Free checking—No tipping, please."

The former service bar is now a pantry for the cafeteria, and the old wine cellar is used for making special pastry goods, two women employed for this purpose.

The hotel kitchen has been remodeled and equipped with ventilation system, eight intakes of washed air, and nine exhausts.

We remarked on the beauty of the decoration of the main dining room. Mr. Hannan said that the remarkable feature of this room is that it has been cleaned (freshened) only once in nine years. We recalled that on our visit to this hotel six years ago Mr. Hannan called attention to Sanitas, a fabric made in Youngstown, with which the bed room walls are covered. This Sanitas, he said at that time, would last for several years without replacing. When we asked him about it the other day he said that the Sanitas first put on is still in use—not a yard of it has been replaced in nine years. It keeps the plaster intact. It is washed once a year and painted once a year. If it is scratched, it is easily patched, painted over, and made good as new again.

At the Tod House the dairy lunch with counter and tables is a profitable room. The tables have white table cloth. The former main dining room of this hotel is now utilized for headquarters of the Exchange Club. Adjoining the Tod House is a theatre with 850 seats, which Mr. Hannan controls.

The club meals, as rotary and the like, as served in the Tod and Ohio Hotels, are speeded by the use of the Zoia Banquetier, by which the plate luncheons are brought to the room in stacks, each plate covered and hot; the rubber disks on the Banquetier rings which separate the plates, producing this service quality.

Mother Goose Fairies at Texas Banquet

From a newspaper report of the annual banquet of the Texas Hotel Association at the Rice Hotel in Houston:

"But the hotel men say that neither the food nor the oratory was what pleased them most. They award first honors to Mrs. John Wesley Graham and her entertainers, and accord premier position of these to the fairies who danced out of the huge bouquet in the center of the table. These little fairies had crept under the table, unbeknown to the guests, and when the right musical chord was struck they emerged from the heart of a huge flower and danced up and down and around the tables. It was just like sing a song of sixpence, except that it was fairies in the flowers instead of blackbirds in a pie.

ASSOCIATION NOTES

Georgia and Alabama hotel men held their conventions at the same time last month, the former meeting in Macon and the latter in Montgomery. After holding their meeting one day the Alabama group went to Macon in a body to participate in the barbecue at Kildare farm, where Louis Rossignol of the Hotel Macon was host. Valuable discussion was had on the subject of laws and legislation at the Alabama meeting. Mobile was chosen as the place for the Alabama summer meeting. The Georgians will meet in Atlanta in the summer. They elected L. F. Hackett of the General Forest Hotel, home, president.

* * *

The Southern Hotel Association convention was held at Winston-Salem, N. C., last month. Laws and legislation was a topic which received enthusiastic discussion. J. Melvin Derr was succeeded to the presidency by V. St. Cloud of the Bland Hotel, Raleigh, N. C. J. Frank Bell, Fairfax Hotel, Norfolk, Va., was elected first vice-president, and J. F. Somers, Yaddin Hotel, Salisbury, N. C., second vice-president. H. M. Henkel, Burton Hotel, Danville, Va., was re-elected secretary-treasurer. Members were the guests at a luncheon at the Hotel Sheraton, High Point, N. C. The annual dinner was at the O. Henry Hotel, Greensboro, N. C.

* * *

The Arkansas Hotel Association held its seventeenth annual convention at Little Rock, Dec. 14 and 15. Greater co-operation was urged in a letter from H. S. Davis of Hotel Pines, Pine Bluff. Discussions were held on whether the manager or proprietor should be in the lobby to greet and bid good-by to guests. The reading of hotel papers by proprietors and employees was encouraged. The value of meetings of departmental heads was discussed. Paul Huckins was appointed to compile data on sample room rates. R. E. Pellow of Hotel Raleigh, Waco, Tex., explained the educational program of the A. H. A. W. A. McCartney was selected as Arkansas chairman of the A. H. A. educational fund. Paul Huckins was appointed to draft a resolution that the A. H. A. make plans to issue a credit letter. The party was entertained at the Majestic Theater, followed by supper at the Hotel Marion. A delightful feature was the Golden Harvest luncheon served at The Marion.

* * *

The Iowa State Hotel Association held its annual meeting Dec. 14 and 15 in Des Moines. Jos. R. Dumont of the Baltimore Hotel, Kansas City, was unanimously endorsed for president of the Greeters. J. K. Blatchford, secretary of the A. H. A., talked on the educational program, giving a history of the project. A discussion followed, under the direction of E. C. Eppley, national finance chairman, who called on different members to give their views and suggestions on

the movement. In an hour's time \$20,000 of the \$25,000 quota for Iowa was subscribed. Many members voluntarily raised the amount apportioned to them. F. G. Warden made the largest donation, giving \$4000 for his four Iowa hotels and \$1000 for his Oklahoma hotel. The banquet at the Savery III Hotel was an elaborate affair. The officers elected are: President, Thos. Hoffman, Hotel Savery III, Des Moines; vice-president, W. F. Finefield, Hotel Creston, Creston; secretary, Edwin A. Boss, Boss Hotel, Oelwein; treasurer, Geo. S. Dempsey, Hotel Dempsey, Davenport. Walter Steward of Des Moines is the attorney. W. F. Miller of the Miller Hotels was chosen as chairman of the executive committee and Geo. E. Crowley, Franklin Hotel, Des Moines, was made chairman of the legislative committee.

Banquet of the Iowa Hotel Association at Hotel Savery III:

Cotuit cocktail, mignonette
Crisp celery, farcis
Strained gumbo en tasse
Bread crusts
Hot house radishes Salted almonds Ripe olives
Roast homer squab, La Valliere
Marmalade
Sweet potatoes, Hawaiian
French peas, beurre
The Savery salad
Toasted Saratoga wafers
Frozen nesselrode pudding
Petits fours
Coffee
After dinner mints

* * *

The Chicago Stewards' Club held its annual meeting Dec. 18, and elected the following officers: President, Otto Guenther, Elks Club; vice-president, J. H. Austen, Fort Dearborn Hotel; treasurer, Rolla D. Smith, Hotel Morrison; secretary, R. L. Brunner, Lexington Hotel.

* * *

The Texas Hotel Keepers' Association met Dec. 12 and 13 in Houston. President Daley in his opening address said that in the past year the investment in hotels in Texas had increased by more than one hundred million dollars, and that that was cause for closer co-operation among hotel men of the state. Adolphus Boldt, field secretary of the United States Chamber of Commerce, urged the hotel men to be optimistic of the economic conditions and also that Texas cities strive for more conventions. A. W. McCoy of the Gibraltar Hotel, Paris, said that by canning their own fruit hotels could effect a great saving. W. H. Storey, representing the A. H. A., spoke on the educational campaign. Judge J. L. Peeler of Austin, speaking for the legislative committee of the association, told of a bill to be proposed at the next meeting of the legislature relative to bad checks and also concerning the liability of the hotel man. It was decided to hold the next meeting of the association at Fort Worth. The election of officers was as follows: President, L. W. Huckins,

Westbrook Hotel, Ft. Worth; first vice-president, L. B. Stoner, Hotel Crockett, San Antonio; second vice-president, B. B. Martin, Rice Hotel, Houston; secretary-treasurer, R. L. Sanders, publisher of *Texas Hotel News*, San Antonio.

* * *

The Indiana Hotel Association met at the Washington Hotel, Indianapolis, Dec. 15, with an attendance of 75. Legislation dealing with



ANDREW C. WEISBERG

President The Oliver, South Bend; elected President of Indiana Hotelkeepers' Association. (Mr. Weisberg has been a resident of the state only two and a half years. He will preside at a monthly meeting of the officers of the association.)

hotel protection against undesirables, and working hours of employees was discussed. The following officers were elected: President, Andrew C. Weisburg, Oliver Hotel, South Bend; vice-president, J. J. Kindle, Hotel Huntington, Huntington; secretary-treasurer, W. W. Lowry, Indianapolis.

The Greeters' to Have Great Tour

Harry Eastman, chairman of transportation for the Greeters' convention to be held in San Francisco June 18-24, has produced a special train itinerary; the train to leave Chicago June 11 for Los Angeles, San Diego, San Francisco, Salt Lake, Yellowstone Park, and return to Chicago; the tour three weeks. There are optional variations. All who contemplate making this tour can obtain complete details from Mr. Eastman of *The Hotel Bulletin*, Chicago, as to schedule, cost, and the entertainment to be provided in the different places visited.

WHAT THEY SAY

*People who are earnest
and truthful in what they
say, and who have the
common welfare at heart,
are worth listening to.*

Good hotels benefit town

William P. Farrell, manager the New Southern Hotel, Baltimore: "Ours is the first state in the Union to have every road in the whole state good. Every county seat in Maryland is on a direct road from Baltimore. Nearly all roads are concrete, but we have some macadam, and the macadam is the best. We have very strict laws against speeders, so much so that there is complaint from strangers not accustomed to slow driving. A plea to one of our magistrates recently, when a stranger was hauled up for speeding, was 'When a good fellow comes here, you lock him up!'

"Yes, we have good hotels in Baltimore, but not too many. I recall what Robert Rennert said many years ago, when some one told him that a new hotel might put him out of business. 'This town won't amount to a d— until you get a plenty of hotels.'

"We, in Baltimore, have great respect for Jim O'Connor. He trained under Mr. Rennert at the Rennert Hotel, and is now manager of the Bellevue-Stratford in Philadelphia. We think him the greatest hotel man in America. Mr. O'Connor has a large and fine family. One son is a prominent engineer in New York; another is assistant state's attorney in Baltimore and has done some remarkable work for a young fellow of his years. A third son is learning the hotel business and gives promise of worthily following in his father's footsteps."

* * *

Early days in Grand Rapids A tribute to Boyd Pantlind

James R. Hayes of the Park Hotel, Sault Ste. Marie, Mich., went to Grand Rapids, December 27, to attend the funeral of his old friend, Boyd Pantlind, for whom he worked in Grand Rapids forty-seven years ago as clerk of the Morton House, when Mr. Pantlind was managing that hotel for his uncle, A. V. Pantlind. Speaking of his early life in Grand Rapids, Mr. Hayes said in substance: My first job as a boy was with the Widdicomb Brothers in their furniture factory. John Widdicomb of the firm taught Sunday school, and I was in his class. This was about 1867—55 or 56 years ago. I remember saying to my teacher, one Sunday, that I would like to get a job to earn money to buy some clothes. The next Sunday Mr. Widdicomb told

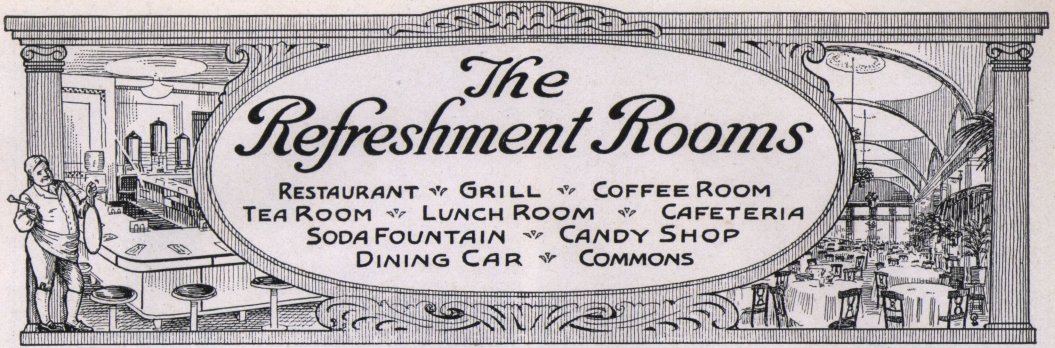
me to come around to his place. He hired me for \$2.50 a week. The firm then was comprised of three brothers, Wm. H., Henry, and John. Their workshop was on the upper floor of a two-story building. They made trundle beds, and nothing else. William was manager; Henry, I recall, liked to shoot and fish; he was turner, and John attended to the shipping. They employed one man, a Hollander, for turner work, and another man, a fighting Irishman, for roustabout work. I only worked for them about two weeks; for then I asked for a raise to \$3.00 a week, was told I wasn't worth it, and got fired. Later, when I kept hotel in Detroit, John Widdicomb would often come and visit with me. Henry Widdicomb, the present head of John Widdicomb Company, is a son of the John Widdicomb who hired and fired me.

In 1874, or forty-nine years ago, I was employed as storekeeper in the old Sweets Hotel, where the Pantlind now stands. This hotel was kept by T. Hawley Lyon, a brother of Farnham Lyon, who kept the Bancroft House in Saginaw. Mr. Lyon was a very good hotelkeeper, and I remember his once telling me that when he died Sweets Hotel would go on just the same. He had the business well organized. John Winters was a clerk there. He went to Chicago during the World's Fair. Boyd Pantlind and John Winters were great friends.

Mr. Pantlind came to Grand Rapids to work for his uncle, A. V. Pantlind, who opened the Morton House. A. V. Pantlind kept railroad eating houses in Marshall and Jackson, and Boyd had been working with him to learn the business. The Morton House was opened forty-eight years ago by Pantlind and Pickering, and soon thereafter Mr. Hawley Lyon bought an interest. I went to work in the Morton House in 1879. William H. (Billy) Gray was the chief clerk. It was about 1883 that Boyd Pantlind bought a half interest in that hotel, and in 1905 became the sole proprietor.

I remember well, when they employed me as clerk in the Morton House, watching Boyd Pantlind at work. He was a few years older than I, and a very active man. I do not remember ever seeing him come in the office and sit down. He was always looking for something. He knew what was going on. He was never fooled. Everybody respected him. He had the confidence of people—the guests and the employees. His word was law, and it carried because of the nice, pleasant way he had of saying it.

Boyd Pantlind had a personality. He got right next to people, and had a wonderful faculty of making friends. As a hotel man he was a master of detail. He saw the little things that make for service—saw what the employees might not see—and it was this close attention to the little details that was his key to success. A large number of the employees of the Pantlind, today, have been there for many years, and the passing of Mr. Pantlind is a great loss to them.



COMMONWEALTH EDISON'S ALL ELECTRIC KITCHEN

A Brief Description of an Installation That Is Demonstrating the Practicability, Convenience, Cleanliness and Economy of the White Fuel for Cooking Purposes

The Commonwealth Edison Company of Chicago, has opened a combination restaurant-cafeteria for its employes on the eighteenth floor of the Commonwealth Edison Building, 72 West Adams street. The dining room will seat 308. The kitchen and bake shop are equipped complete with electric cooking devices, and in this respect reflect the latest and most approved apparatus for cooking by electricity. The plant was laid out by A. M. Lloyd, industrial heating engineer, who spent an hour showing us the installation.

The dining room has window light on three sides. The artificial illumination is by chandeliers, the light filtered through alabastine, and semi-indirect, so there is no glare. Mr. Lloyd said especial attention had been given to the lighting scheme as paramount for dining room. He explained that proper lighting for home, store, eating-house, factory, and for practically every purpose where artificial illumination is used, makes for better living conditions and larger production. In some factories, he said, production, through improved lighting system, had increased as much as twenty per cent.

The room is decorated in tan and green, the walls easily cleanable; the windows draped with figured fabric; the floor of battleship linoleum especially waxed and prepared. The tables have wood top, white enameled. The chairs are of the comfortable sort. The china is Onondaga; the silver, Reed and Barton; the glassware, Pick; the teapots, Hall's china. The windows are dressed with flower boxes. The hardware trim is copper. A portion of the room is zoned off for waiter service.

We observed a new style fountain for cold drinking water. The glass is placed on a lever underneath the faucet, pressed down slightly, and the water flows without splash. There is no ice. The reservoir is on the nineteenth floor; the water passes through filter to ice coil, then

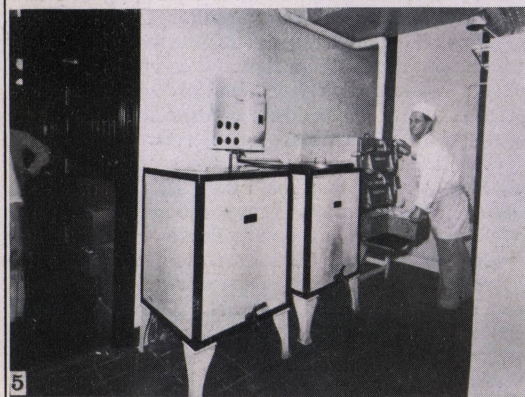
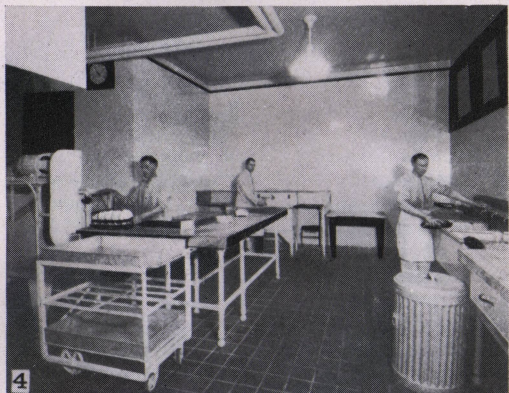
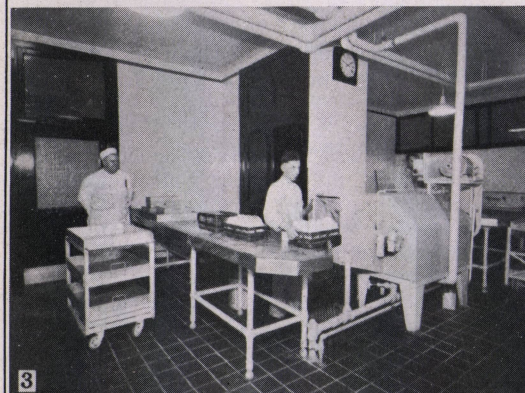
to fountain. There are shelves for clean glasses on each side of the faucets. Soiled dishes are carried away on rubber tired wheel carts.

The kitchen has window light on two sides, red tile floor, and the equipment all white. Directly at the entrance is the soiled dish table connecting with the Niagara dishwashing machine, the trays passing through the machine to the clean dish department.

To the right is the bake shop equipped with a No. 215 electric bake oven of the Edison Electric Appliance Company make, the capacity eighty loaves. A canopy over the oven is hooked to suction fan on the roof. The equipment includes a Champion No. 1 mixer, 1½-barrel capacity, and a Champion three-speed beater. The pie and bread racks are on wheels.

The kitchen range is on two sections, one of 22 kw., with oven; the other 16 kw., without oven. The company favor the range without oven, and to have a separate roasting oven alongside; the roasting oven elevated, so as to be handier for the cooks, and to avoid stooping to put in and take out the meats. The range space customarily taken up by the oven is used for shelving. Each range has four plates, each plate with a three-heat switch; and the oven upper and lower burner is each on a three-heat switch. There is no bottom heat from the front of the range to bother the cooks. The hot air from the top of the range is pulled through the hood by suction fan to the roof. There are no lights under the hood, but, instead, there are pendant ceiling lights at each end of the range which satisfactorily light the range top.

The electric broiler to the right of the range has two 5,000 watt units, each controlled by a three-heat switch—high, low and medium—on one or all. The broiler is operated with a cross bar which automatically locks. The grid pulls out, and raises or lowers. The grease is caught



Views of ELECTRIC KITCHEN and BAKE SHOP in Commonwealth Edison Building, Chicago:

1. Range, broiler, roasting oven; Bain Marie in foreground. Stock kettle to left, back of range. Note the lighting scheme.
2. Cook at roasting oven.
3. Feeding the Blakeslee Niagara dishwashing machine.
4. Clean dishes from the machine.
5. The stock kettles and steamer.
6. View of Kitchen showing roasting oven, mixer, meat chopper, roll warmer.

at a drain below the grid. The ranges are placed on white tile base so that no lye in the floor scrubbing water will come against the metal and cause rust.

The roasting oven alongside the range has decks ten inches high, and varies in other ways

from the bake shop oven by having heavier heating units, and each deck having its own vent flue.

The electric bain-marie is 36x48 inches, in two sections. It is operated with four 2,000 watt General Electric immersion units, two units for each section, each on a three-heat switch.

The two stock kettles are each of 30-gallon capacity and built of monel metal. They were boiling at 3,000 watts, the heating element wound around the kettle. There are three of these heating elements of 3,000 watts each for each kettle, which, Mr. Lloyd said, is more than sufficient, as one 3,000 watt element was doing the work satisfactorily. There is a swing faucet over the kettles. The switches are on the wall so as to be not affected by the heat.

The automatic roll warmer is heated by 600-watt unit. The raising of the door and lowering of shelf is by foot power action. The water feed for moisture is regulated by valve on top.

The equipment includes No. 16 Sterling vegetable peeler, Smith Buffalo meat and vegetable chopper, a Buffalo No. 2 bread slicer, and a Stearns steamer. In the storeroom there is a Royal meat slicer, Royal coffee grinder, Howe scales, and Richard Wilcox running ladders.

The refrigeration is by McClellan machine. It is equipped with temperature regulator and automatic pressure gauge, is dual system, ammonia and brine. This eliminates all pumping down; it will start and stop in twenty seconds.

The refrigerators are Paul J. Daemicke make. The two large reserve boxes are equipped with Absolute Thermostatic Contactor control, which holds the temperature between thirty and forty degrees Fahr. One of these is for meats, the other for fruits and vegetables. The temperature control of the smaller boxes for the pantries and bake shop is direct from the large boxes. R. W. Tardiff had charge of the engineering part of the refrigeration.

The kitchen is lighted with fourteen-inch steel, white enamel reflector with bowl, frost nitrogen lamp, 200 watts.

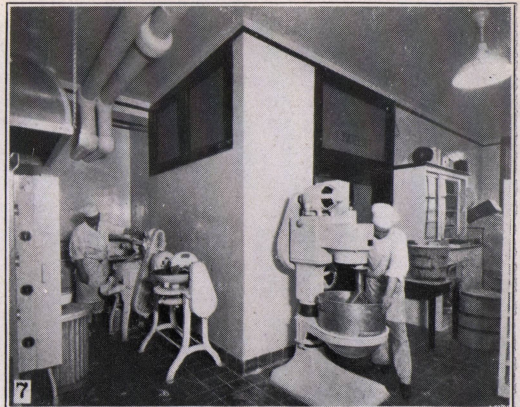
There is a dummy to the officers' dining room on the floor below, this as fool-proof as can be made; simply close the door, press a button, and the car ascends or descends, as may be, without danger of accident.

The cafeteria serving counter is 70 feet long, with plenty of room in front and behind, so there is no congestion. The work side of the counter is connected direct with the kitchen by wall closet opening both to kitchen and counter. The counter has maple work table. All containers are of nickel silver with rounded corners. The counter is faced with white enamel, nickel trim.

The battery of coffee urns is two eight-gallon for coffee, and one ten-gallon for water. The coffee urns have two Edison coffee urn heaters, each 1,800 watts and each controlled by three-heat switch mounted on the wall. The water urn has three 1,800 watt units, each on its own switch.

The ice cream containers are set in tank with circulating brine, to give even temperature. The milk cans are in a well, the walls of which consist of five cooler coils. Over the milk cans is automatic measurer pump for filling the glasses.

Mr. Lloyd said the cafeteria feeds an average of 1,200 persons between 11:30 and 2:30.



7. Sterling vegetable peeler, Smith Buffalo meat and vegetable chopper, Champion mixer.
8. Bakeshop with Edison Electric Appliance (Hughes) oven; Champion dough mixer; pie racks.
9. The store room and reserve refrigerator.

The walls of the service counter are painted a light color and washable. The entire plant is the essence of sanitation.

There are flower boxes along the service counter aisles.

Miss Elizabeth Johnson is supervisor of the lunch room. She has thirty assistants.

The decoration is by Mandel. The serving counter water fountain and dish carts were supplied by the Chicago Equipment Co.; the kitchen utensils by Albert Pick Co.; the roll warmer by Duparquet; the coffee urns by Janos and Kramer.

Mr. Lloyd said he favors a master-meter for main feeder with sub-meters for each department.

At installations like the Chicago Athletic Club the printometer will be installed, which records every half hour the maximum amount of power consumed.

The Commonwealth Edison Company is the largest single producer and distributor of electrical energy in the world; all of its power, steam generated. Its peak load for one day last year was 614,500 kw. The company's methods of producing energy are the most economical and efficient known, and its system of distribution so thoro that 600,000 meters work like a disciplined army to give satisfaction to the millions of people who are served with light, heat, and power that flow to them invisibly. The annual consumption in the territory served is approximately two billion kw. hours.

* * *

We were talking with Mr. Senor of the Edison Electric Appliance Company, the other day, regarding the general knowledge of electrical element in cookery. Mr. Senor said that, while electric cooking has made great strides in the last five years, and several great kitchens are equipped entirely with electrical cooking apparatus, there are probably not twenty men in America who are fortified with the knowledge and ability to properly advise regarding electric cooking installations and supervise the installation preparatory to operation. There is so much to electrical cooking apparatus that is new and experimental, that only a few who have given the matter close study understand the wizardry of it, and can talk authoritatively on the subject. The reason electric cooking has not advanced faster is that too many people, anxious to sell, have put on the market devices that, when tried out, fell down and created a feeling of distrust. "We, in the electrical cooking apparatus business, who are building for the future, are very careful both as to what we say, and what we promise," said Mr. Senor, "and our carefulness in this respect, selling only apparatus that has proved efficient, have won the confidence of the more progressive caterers."

When we asked Mr. Senor regarding the relative cost, as between electricity and gas for cooking, he said this was a difficult question to answer; but he believed that approximately electricity at two and a half cents is equivalent to gas at \$1.00 a thousand feet.

* * *

Menu of the new Lunch Room for Edison em-

ployes, 18th floor Edison Building, Chicago; prepared in the new electric kitchen:

SOUP: Chicken Okra .10.

RELISHES: Celery .05; Olives .05; Pickles .02; Radishes .02.

MEATS: Roast beef, natural gravy .18; individual chicken pie .20; Baked Premium ham .20; Tenderloin steak sandwich .20; Spaghetti C. E. Co. .10.

VEGETABLES: Browned potatoes .05; Mashed potatoes .05; French fried sweet potatoes .07; Stewed tomatoes .04; Stewed corn .05.

SALADS: Grapefruit .12; Combination .10; Head lettuce, 1000 Island dressing, .10; Stuffed celery .10.

SANDWICHES: Ham .10; Corned beef .10; Cheese .10; Lettuce and tomato .10.

PASTRY: Assorted French pastry .10; Macaroons .08; Apple pie .10; Cream puffs .07; Layer cake .10; pumpkin pie .10; Pineapple and tapioca pudding .08.

STEWED FRUITS: Apple sauce .05; Figs .06; Rhubarb .05; Prunes .08.

FRESH FRUITS: Apples .05; Grapes .08; Oranges .08; Grapefruit (½) .10.

ICE CREAMS: Chocolate sundae .10; New York ice cream .10; Pineapple sundae .10; Ice cream sandwich .08.

BEVERAGES: Coffee .05; Tea .05; Cocoa .05; Milk .05; Fruit punch .08; Malted milk .10.

Maitre d'Hotel Von der Lin Returns to Chicago

Valentine Von der Lin, who was maitre d'hotel of The Blackstone, Chicago, when it opened in 1910, and who went from there to The McAlpin in New York in 1912, when it opened, and has been there continuously (with charge over the Hotel Claridge, Cafe Savarin, and the Fifth Avenue Restaurant), has resigned from this position to return to Chicago, where he has taken the position of maitre d'hotel at The Drake. Mr. Van der Lin is heartily welcomed back to Chicago, where he organized and demonstrated the service that made The Blackstone world-famous.

A problem of railroad managers is to operate dining-cars with a minimum of loss. The public who patronize dining-cars and pay for what they get about the same price that obtains in the high class restaurants have but little idea of the overhead in operating these dining-cars as compared with the stationary restaurant. A dining-car represents an investment of about \$50,000. It is limited to about 36 seats. It has a full crew of steward, cooks, and waiters. The cost of hauling is considerable, and the scientific operation, to give satisfactory service, taxes the ingenuity of the caterer to deliver.

Victor Reiter, famed as maitre d'hotel of the Palace Hotel, San Francisco, because of his innovations and super service, is, the traveling public will be glad to know, again filling this position. Old subscribers to THE HOTEL MONTHLY will recall interesting articles on scientific service contributed by Mr. Reiter to this paper.



A section of the SERVE-SELF COUNTER in the North American Restaurant, Chicago. Foods are bulletined under classification heads; the boards suspended over the particular kind of foods listed. The tray slide is equipped with roller wheels set in the rods to prevent the soiling of hands or fabrics thru abrasion of tray sliding on rod.

Institutional Management Course in Ballard School

We were talking in New York, the other day, with Roy Hubbell, assistant to the general manager of the Commodore Hotel, the subject being the education of hotel employes. Mr. Hubbell asked if we had ever visited the Ballard School at the Central branch Y. W. C. A. in Lexington avenue. We had not, and he advised us going there to see what they are doing in the way of educating people for cafeteria management, in particular, and for home economics in general.

We visited the school, and were shown over it by Miss Alice W. Penrose, who is executive for the New York branch of the Dietitians' Association, representing the Ballard School, and by Miss Helen Harris Findlay, director of the Y. W. C. A. cafeteria, where they feed 1,700 a day, the checks averaging 43 cents.

Miss Penrose showed the classes at work, those studying for home management, and those for institutional management. The students are young women who pay as high as \$200. for a year's course, and they are given practical training for every branch of home and institutional housekeeping work from washing dishes up. For the primary classes in cooking and baking every student has individual stove and utensils, and initiative is cultivated. The practice is to

have them work first singly, then in groups, then singly again, and in ways to inspire confidence and initiative. Miss Penrose has been with the school twelve years. Miss Findlay, director of the cafeteria, is a graduate of the school.

Miss Findlay showed us the cafeteria when at the height of the noonday business; also showed us thru the kitchen and working department. Cleanliness and order was the rule everywhere. Back of the serving counter it was as clean as in the dining room; and in the kitchen and scullery everything was spick and span and shipshape, the quarters a little congested, but the work progressing smoothly. Men cooks are employed because, Miss Findlay said, the heavy work is too hard for women.

The courses include Foods and Cookery—home administration; Cookery I, II, III, and IV; Supper course, Chafing dish, Invalid cookery, Demonstrations (canning, preserves, pantry work, etc.), House management, Supervision of lunch rooms, tea rooms, and cafeterias; Accounting, and Marketing.

Albert Tamboise succeeds Valentine Von der Lin as maitre d'hotel of the McAlpin, New York. Mr. Tamboise was formerly of Delmonico's, Holland House, the Waldorf, and Sherry's.



THE "RIP" CHOCOLATE SHOPPE

A Unique Candy Shop—Refreshment Room in the Tod House of Youngstown

Among the most unique candy shops in America is that which occupies the room in the Tod House, Youngstown, Ohio, formerly used as bar. The bar counter is still there, and in use, and the mural back of the bar showing five scenes in the life of Rip Van Winkle is the great ornament of the candy shop, which, by the way, is named the "Rip" Chocolate Shoppe. Mr. Hannan, general manager of the Ohio and Tod Hotels, said this room is a success. He changed over the room by making a battery of Ben Jonson settles or inglenooks, these in two rows, back to back, thru the center and along one end. Along one side of the room is a display of candies, the boxes in sets with scenes from the Rip Van Winkle paneling; the other side for the soda fountain (formerly bar). There is a display window on the street. The room is pleasantly decorated and softly illuminated, which gives to it a peculiar charm. A special noon-day luncheon, 60 cents, is featured, the service from dairy lunch room below.

Near by is the candy factory operated by Mr. Hannan, where the candies are fresh made continuously and of the finest quality, and packed also for merchandising at home and abroad.



TOD HOUSE CANDY SHOP.

The Use to Which a Former Popular Bar Room Has Been Put.

Menu of the Candy Shop Refreshment Room in the Tod House of Youngstown, Ohio:

Ice Cream: Fresh strawberry, Vanilla, Chocolate, Peach 20c.

Ice Cream Soda (crushed fruits): Strawberry, Peach, Raspberry, Cherry, Pineapple 20c.

Ice Cream Soda (plain): Vanilla, Lemon, Chocolate, Orange, Maple, Coffee, Sarsaparilla, Green River 20c.

Sundaes: Rip special 35c; Marshmallow whip 25c; Maraschino cherry 30c; American beauty 35c; Maple pecan 40c; Maple walnut 35c; Caramel nut 30c; Peach surprise, Strawberry, Raspberry, Peach 25c; Nut fruit 30c; Chocolate, Cherry, Coffee, Pineapple 25c; Rip chocolate almond, Fruit salad, Honey fruit salad 35c; Maple walnut bisque 25c; Banana split 40c; Banana Neapolitan 35c; Rip jelly roll sundae, Capital sundae, Maple nut pecan bisque, Pineapple pie sundae 30c; Black walnut and date with whipped cream 35c.

Ices: Orange, Lemon, Raspberry, Pineapple snow 20c.

Frappes: Strawberry, Raspberry, Pineapple, Caramel, Mint, Chocolate, Maple, Coffee, Lemon, Orange 25c.

Mineral Waters: French vichy (split) 30c; Cysmic (split) 25c; White rock (split) 20c; Poland (quart) 40c.

Delicious Egg Drinks: Eggs with lime juice 25c; Egg and grape juice 25c; Egg malted milk 30c; Plain malted milk 20c; Egg orangeade, Egg Chocolate, Egg coffee, Egg and milk 25c; Egg and cream 30c; Egg lemonade, Egg phosphate 25c; Pineapple eggnog, Chocolate milk 20c.

Fancy Drinks: Plain loganberry 10c; Loganberry cocktail 15c; Chocolate cream fizz, Marshmallow flip, Grape punch, Roman punch 25c; Cream punch 30c; Mint limeade 20c; Milk punch 20c; Strawberry puff 25c; Pineapple punch 20c; Snow ball 20c.

Parfaits: Butterscotch, Coffee, Chocolate, Maple, Strawberry, Maraschino cherry, Frosted mint, Frosted chocolate, Mahoning parfait 35c.

Lemonades: Strawberry, Raspberry, Fruit, Seltzer, Mint lemonade, Grape 20c; Plain 15c; Egg 25c; Orangeade-lemonade 25c; Orangeade 15c; claret 20c.

Miscellaneous: Lime juice and cola 10c; Delatour sarsaparilla 30c; Coca cola 10c; Cysmic ginger ale (split) 15c; C. & C. ginger ale (split) 20c; Delatour ginger ale (pint) 30c; Grape juice 15c; Root beer 10c; Lime crush 10c.

Phosphates: All flavors—delicious and refreshing 10c.



Special Sundaes in Season: Peach, Raspberry, Strawberry, fresh, Blackberry, Cantaloupe.

Hot Repasts: Tea, per cup, 10c; per pot, 20c; Hot chocolate with whipped cream 20c; Hot coffee and cream 10c; Coffee, per pot, 20c; Hot beef bouillon, Hot tomato bouillon, Hot clam bouillon 20c.

Sandwiches: Swiss cheese (imp.) 20c; Minced chicken 25c; Chicken 35c; Nut-lettuce 20c; Bread and butter 10c; Tongue 15c; Ham 15c; Sardine 25c; Club 50c; Minced Rip special 25c; Pimento 15c; Pimento cheese 15c; Anona cheese 20c.

Pastry (*All our own make*): Assorted pies 15c; Pie a la mode 35c; French pastry 20c; Boston cream pie 15c.

Salads: Grape fruit 35c; Lettuce (plain) 20c; Olive and lettuce 30c; Orange and lettuce 35c; Lettuce and tomato 30c; Lettuce and egg 30c; Fresh fruit 40c; Waldorf 35c; Celery 25c; Potato 20c; Crabmeat 45c; Combination 30c; Chicken 45c; Lobster 45c; Shrimp 45c; Salmon 30c; Nut and celery 30c; Tomato en surprise 40c.

All All-Steel Diners on the Pennsylvania

The last of the Pennsylvania railroad's wooden dining cars has been retired. Under the program for replacing all wooden diners with modern all-steel cars, eight thirty-six seat cars and five thirty-seat cars have been delivered and are in service. The new cars complete an equipment of 125 all-steel diners, composing a mobile restaurant nearly two miles in length. The all-steel Pennsylvania diners represent an investment of \$30,000 for each car and approximately \$8,000 in silverware, utensils and linen for each of the traveling restaurants; 3,575,000 meals are served annually.

Mr. Pellow an Inventor

R. E. Pellow of the Raleigh, Waco, Texas, and C. M. Trautschold have applied for letters patent on a collapsible sample table and banquet table for hotel use, and which will be manufactured by them in Waco. The *Times-Herald* says: "The device consists of a center post, to which there is attached a four way hinge, and to this four legs. When trestle is set and legs spread they increase the carrying weight of the trestle by the pressure they bring to bear on the center column. When not in use, and collapsed, the legs come together. The cross piece supporting the table, or boards that may be placed on same, is hinged and locked

in position when in use, and when not in use it is turned down, taking the same upright position as the legs, and making the entire fixture small, perpendicular and easily stored in a space a few inches wide."

Some Pantry Menus

Head lettuce, halved or quartered.

Pour olive oil over the cut surface.

Pour on a little vinegar. Salt to taste.

Serve with a piece of ripe old cheddar cheese on the side; and bread and butter if desired.

Tea or coffee or buttermilk.

* * *

We ordered from a Big Four dining car menu a dish of stewed Sun-Maid raisins. Then, to make an ideal breakfast dish, we ordered shredded wheat biscuit and cream. Crushed the shredded wheat in a bowl, mixed the raisins in with the wheat, and poured on the cream. Try it.

Eat Soup; Drink Bouillon

The *Literary Digest*, in reply to the question, "Please tell me if it is correct to say, 'Eat soup' or is it proper to say, 'Drink soup'?"

"*Soup, drink or eat.* Correct usage depends on the manner of service. If liquid food be taken from a spoon it is eaten with it by its aid; but if the same liquid food be served in a cup which is held to the lips it is drunk. Therefore, 'Eat your soup' and 'Drink your bouillon' are permissible under the conditions stated above."—*Mend Your Speech.*

Cafe L'Aiglon has taken possession of its new home on Broad street, below Walnut, in Philadelphia. It is a show place of the city.

The *Tribune* of Tulsa, Okla., recently carried nearly two pages of description of the Mecca Lunch, a new cafe and bakery opened in that city by I. Mincks and managed by E. H. Yarbrough. The room is finished in Rookwood tile. One paragraph of the announcement reads: "One new plan that directly concerns patrons is the placing of counter seats low enough for the feet of customers to rest naturally and comfortably on the floor—while the floor of the serving section is lowered to make counters just the right height for waiters."

Featuring Apples on N. P. R. R.

L. K. Owen of the Northern Pacific Railway has inaugurated an apple service for the dining car system, the apples served of uniform size, those for the tables 104's, and for cooking 64's. The apples will be served in variety according to their maturity, so as to have the apples in season. The apple is considered in many respects the most wholesome and health-giving fruit. An old adage says, "An apple a day keeps the doctor away."

Club Breakfasts on B. & O.

"Good morning! May we help you select your breakfast?" heads a card of the Baltimore & Ohio Railroad dining car service, carrying these eight menus:

No. 1—50c: Sliced bananas with cream; hot rolls, toast or muffins; coffee, tea or milk.

No. 2—50c: Stewed prunes; hot rolls, toast or muffins; coffee, tea or milk.

No. 3—65c: Baked apple; individual post toasties with cream; hot rolls, toast or muffins; coffee, tea or milk.

No. 4—70c: Fruit in season; individual corn flakes with cream; fried egg with strip bacon; hot rolls, toast or muffins; coffee, tea or milk.

No. 5—75c: Fruit in season; oat meal with cream; eggs boiled (2); hot rolls, toast or muffins; coffee, tea or milk.

No. 6—80c: Fruit in season; poached eggs (2) on toast; wheat cakes with Vermont maple syrup; coffee, tea or milk.

No. 7—90c: Fruit in season; fried eggs (2) with 2 strips bacon; buckwheat cakes with Vermont maple syrup; hot rolls, toast or muffins; coffee, tea or milk.

No. 8—\$1.00: Fruit in season; whole wheat cereal with cream; ham and (2) fried eggs; hot rolls, toast or muffins; coffee, tea or milk.

Annual banquet of Pennsylvania State Hotel Association at Hotel Penn-Alto, Altoona:

Canape Caviar		
Celery	Olives	Radishes
	Salted almonds	
	Clear green turtle soup	
	Lake Erie whitefish	
Pressed cucumbers	Parisienne potatoes	
Breast of guinea hen, Virginienne, perigord		
Cauliflower au gratin	Candied yams	
Hearts romaine with grapefruit, Lorenzo dressing		
Coupe Penn-Alto		
Petits fours glace		
Demi-tasse		

The Eagle Hotel of Central City, Iowa, cultivated local good-will through a half page Merry Christmas card in a local newspaper, incidentally advertising "quality, cleanliness and service," and "chicken dinner every day."

Illustrated Menu Cards

The Hotel Vendome of Boston has provided an illustrated menu card for the Sunday dinners, the cards known as the Madonna Series, reproductions of six paintings from famous galleries. A footnote to each card reads: "Complete sets may be obtained at the office." There is quite a demand for this unusual menu card feature.

A footnote to the Vendome dinner card reads: "Coffee will be served after dinner in the public rooms on the office floor. . . . Tea will be served in the Solarium every afternoon, including Sunday, from four until six. Tariff, fifty cents each person."

Annual dinner of The Audit Bureau of Circulations at the Drake Hotel, Chicago, covers for 700:

Canape Cardinal
Cream of fresh mushrooms—Clarence
Celery Olives
Medallion of lake trout—Bonnefoye
Breast of chicken—Hortense
Potatoes Dauphine
Cauliflower au gratin
Romain salad—Thousand Island dressing
Mousse pralined Assorted Cakes
Demi Tasse

Dinner of the American Dietetic Association at the new Willard in Washington :

Veloute Florentine
Celery Olives Salted Almonds
Aiguillette of sea bass, sauce homard
Milk-fed Squab Chicken en casserole
Green peas, Vichy Potatoes chateau
Heart of lettuce with honey dew melon
Maraschino
Mousse of peaches, Chantilly
Fancy cakes
Coffee

At Hotel Sinton, Cincinnati, there is every Saturday evening from 11 to 1:30, a Club Bal Gaieté, evening or dinner clothes only, the invitations reading: "An innovation which permits of an exclusive membership and functions to which one may bring guests with the knowledge that the evening holds the fullest measure of enjoyment." There is a covert charge of \$1.50.

A new book entitled "Ideas for Refreshment Rooms" will be published the coming spring, as of the Hotel Monthly Handbook series. It will deal principally with tea and coffee rooms, cafeterias, lunch rooms, soda fountains, and public eating places generally.

The bar room in the McAlpin, New York, famed as the Walnut room, is now made a breakfast room for ladies and gentlemen, featuring club breakfasts and plate luncheons.

Hotel Pennsylvania's Christmas party to employes gladdened 2,250 participants. Mr. Statler heartened the party with exposition of his golden rule policy.

Expressive of the large amount and great variety of useful information furnished subscribers in a single year. The bound volume for 1922 is now on sale, price \$3. Volumes for previous years, \$3.00 each.

346—JANUARY	Call sheet, Hotel Pines	349	Eadmar hotel, Mason City	352	Hospitality movem't, San Fran.	350
347—FEBRUARY	Camps make business, hotels	352	Eat, if we didn't have to	352	Hostess, the social	347
348—MARCH	Can, how to open a	351	Eggs as ordered	353	Hotel an asset to city	354
349—APRIL	Canada & N. Y. thru Chgo. spec	354	Eating, advice about	357	Hotel business, its developm't	351
350—MAY	Candy for dessert	352	Edgewater Beach Hotel	354	Hotel business, refining the	352
351—JUNE	Canning by kitch., (Fr'ch kitch.)	356	Elbert, R. G., a benedict	356	Hotel bus., relative positions	352
352—JULY	Can opener, ingenious	347 &	Electric cook 'g devices, profil.	353	Hotel, define, 'fore census	354
353—AUGUST	Carrots and nuts salad	351	Electric & gas cook 'g appar.	351	Hotels encouraging travel	352
354—SEPTEMBER	Carpets and rugs of quality	349	Electric kitchen, Nelson	348	Hotels, great changes in	350
355—OCTOBER	Carruthers, Roy, in Orient	349	Eppley answers rate critics	351	Hotels, present day, Europe	349
356—NOVEMBER	Caterer, gives personal superv.	354	Equinox, the, Manchester, Vt.	353	Hotel show, an educator	340
357—DECEMBER	Catering dept., Rockford Coll.	348	Esquimo pie	350	Hotel taught, Penna. college	353
	Catering at U. of C. Commons	354	Europe, hotel conditions in	355	Hotel, the word	348 &
	Cedar Rapids notes	346	Europe, present day hotels in	349	Hotelkeeping a profession	353
	Central stat'n power, exp's cut	347			Housek'p'g, wholesale, bus. of	347
	Cerro Gordo Hl., Mason City	352			Huckins' House, Texarkana	349
	Chauffeurs, hotel rooms for	349	Fabyan's in White Mountains	353	Humidors, something new in	356
	Chain of distinction, a	355	Farragut, the, Rye Beach	353		
	Chain of hotels in China	352	Fifty years in one hotel	352	Icy-Hot bottles, rest'n coffee	349
	Changes in N. Y. hotelodom	357	Fly gran bread	353	Illinois Ass'n summer meet'g	351
	Character in a magazine	351	Flight, keep hotel morally clean	346	Illinois Hotel Association	351
	Check room idea; sign check	349	Fish foods, reliable	353	Importance hotel to community	352
	Checking, make a charge for	346	Fish market, Boston's great	353	Indigestion breeds intemper'n	352
	Cheese, hotels should feature	350	Flying schedule, a	350	Indoor golf invention, a new	347
	Chewon chops	352	Fog, head, 3 big properties	351	Internat'l Silver's 75th anniv.	347
	Chicago Hotel Association	346	Folly in father's footsteps	352	Interested, key to success	353
	Chicago Hotel Ass'n banquet	349	Food, food control	350	I. S. A.'s 22nd annual	354
	Chicago & Mil. get-together	349	Food, daily distribution, Sinton	352	Iowa Ass'n's 8th annual	346
	Chili wagon, the	352	Food merchant's g' outside hotel	351	Iran Lantern restaurant, the	351
	Cigarette destroys Xmas tree	347	Foods of the foreign b'n	351		
	Cigaret smoking, ban on	353	Foreign market suggestion, a	351	Japan, hotel news from	346
	Circling the United States	348	Forms act., U. of Chicago	354	Japanese master 'g Am. hotel sy	351
	Claridge Hotel, St. Louis	346	Free Steubenville community hotel	357	Java, first all-hotel in	348
	Clark, E. F., the passing of	347	Fred Harvey camp Grand Can	352	Jefferson Hotel, Dallas	349
	Clavett's food control	351	Free camps, more scarce	354	Jewish hotel in England	352
	Coffee infusion test, a	351	French hotelk'rs seek relief	354	Jewett, John E., passing of	347
	Coffee, making of	357	French Lick Springs	356		
	Coffee sales, suggestion for	357	Fuel oil, experiment, successful	357	Kalamazoo, over night in	355
	Coffee shop card, the Texas	351	Fuels, heat value of	348	Kellogg, Dr., on how to live	355
	Coffee urn, electric, new style	346	Fuels, a study in	348	Kemp Hotel, Wichita Falls	350
	College training for hotel	352			Key cabinet, unique home made	348
	Colonial Hotels System, the	356	Garage accommodat'ns, consider	355	Kitchen, electric, the, Nelson	348
	Columbus, Oh.	346	Gardener, a stroll with	356	Kitchen equipm't firm, a new	347
	Com'ty honors master of inn.	348	Gas strike at Golfmore Hotel	353	Kilbourn and the Dells	355
	Complaints, place, eliminating	357	Gayoso Hotel, Memphis	349		
	Comptroller, visit, Stacy-Trent	348	Geography, every greeter study	350	Land of food forgot, in	350
	Cook book, profit'bl. invest'n in	348	Gibson Hotel annex, Cin'ti	348	LaPorte & Michigan City	353
	Co-operation, McManus on	355	Gibson, foundat'n stone, H.M. in	356	Laundry, text book on	351
	Corn fritters & syrup, Big Four	354	Give to get, must	348	Laundry, mach's, country hotel	346
	Cornell hotel course at	354	Glen View Golf Club	355	Laundry work, cash basis	355
	Cosmopolitan hotel, Texarkana	349	Glucose, taboo use of word	355	Law of averages, (Brevoort)	352
	Cost accounting, hotel	348	Golden rule applied to hotel	357	Laws, hotel, of New Jersey	355
	Cotton Belt din' g car com'y	349	Golf Club, Glen View	355	Laws, hotel, urge uniform	353
	Cotton plantat'n entertained on	349	Golf Club, French Lick	356	Laws, model, proposed, A.H.A.	356
	Country chef runs Chgo kitch.	346	Golfmore Hotel, Grand Beach	353	Learn business in 2 months	355
	Country hotel din' g room (boss)	349	Good road & business in Wis.	350	Legislation, clean hotels, Miss.	350
	Country hotels, improv't in	356	Good roads help hotels	352	Lewis School grad's, diplomas	353
	Courtesy, the need for	346	Good roads, value of	355	Light, heat & power	355
	Creature comforts, parks tour	354	Good 2nd cup of tea	357	Lighting, public eating places	357
	Cuba, a vacation in	349	Grace Dodge Hotel, Wash.	347	Lincoln Hotel, Indianapolis	351
			Grand & Myers Hotels, Janesv.	353	Local food products, feature	352
			Grand'I'n, of Lake Sunapee	353	London & U. S. restaurants	352

Memphis, the hotels of.....	349	Plan, refrig'r., Hamilton Club..	347	Service to super-service.....	351	Traveling men, complain about.	355
Menu, Battle Creek sanitar'm..	355	Plaza-Savoy Hotels, Danville..	352	Service (J. Levinston).....	346	Traveling men read this.....	347
Menus, B. & O. cars.....	346	Plum pudding, genuine English.	352	Sheldon-Munn Hotel, Ames.....	346	Tray ser. inv'n., Witteborg.....	355
Menus, C. & N. W. dining cars.	347	Pluto water, bottling of.....	356	Sheridan-Plaza, W. B. Smith...	354	Trouble shooter, the.....	354
Menus, French Lick Springs.....	356	Plymouth, excursion to.....	353	Show, Chicago hotel & rest.....	351	Troy laundry's new plant.....	351
Menus, Grace Dodge Hotel.....	357	Poland Spring Hotels.....	353	Shredded wheat, honey, cream.	352	Tub & shower for every room..	357
Menu holder, waterpf., greasepf..	347	Portals of inn, hermit's idea...	357	Signs in bedrooms, Pines.....	349	Tucson, Ariz., winter resort...	354
Menus, Holst, Boone, Iowa.....	346	Portrait, Baker, T. B.....	348	Silver washer, a new.....	357	Tyrell, Percy, hotel for.....	354
Menus, Lazarus & Co., tea r'm.	346	Portrait, Boss, Edw. A.....	346	Simmons College, service bur...	347		
Menu, quotas'n, college frat.....	346	Portrait, Daley, J. E.....	347	Sinton's super lunch room.....	350	Uniformity of practices.....	352
Menu, the sky-limit.....	351	Portrait, Damon, J. Linfield...	356	Small hotels, big ideas for...	356	United Hotels to build in N.Y.	352
Menus, U. of C., Commons.....	356	Portrait, Dignan, John R.....	356	Small investment, big returns...	349	University Chicago Commons...	354
Michigan Ass'n's annual.....	355	Portrait, Dammron, Luther E...	356	Small orders, frequent visits...	351	Univ. Ch'go., Commons menus.	356
Milk, prevent turning sour.....	357	Portrait, Garbow, Edward R....	354	Social hostess, the.....	348 & 351		
Mills, Enos, passing of.....	355	Portrait, Harris, William.....	357	Something for nothing, lot of...	355	Vacation, going on a.....	349
Mills Restaurant, Cincinnati...	347	Portrait, Haugh, J. Guy.....	352	Source of supply, trained people	348	Valet list, the Texas.....	348
Miner, controls, Lenox.....	357	Portrait, Healy, Dan.....	356	Spaulding Hotel, Mich. C'y346-353	352	Vegetables, handicap, cafeterias	351
Miramar Tea Room, Columbus...	346	Portrait, Jennings, Chas. H...	350	Spink Arms Hotel, Indianapolis	352	Vol. 30, H. M. completes.....	357
Montana Ass'n's 6th annual.....	352	Portrait, Keller, Albert.....	347	Springs & bath, West Baden...	357		
Monteloneo, improvements at...	353	Portrait, Lee, Edwin H.....	348	Stacy-Trent Hotel, Trenton.....	346	Walls, if ears, memory, tongue.	347
Montrose Hotel, Cedar Rapids...	349	Portrait, Letton, Jno. F.....	356	State ass'n., form by mail.....	352	Washington, restaurant show...	356
Monument, a rolling.....	356	Portrait, Lindsey, Miss Mary A.	357	Statements, Huckins House.....	349	Water-softener, a successful...	350
Motor camps, tourists, Ill.....	350	Portrait, Lindstrom, Peter H...	357	Statements, daily, Pines.....	349	Wayside Inn, praise for.....	356
Motor competi'n with rail'r'ds...	356	Portrait, Lippincott, Geo. G....	347	Statler conference, a.....	353	Week-end, Southern Mich.....	355
Motor tourist, pleasant service.	346	Portrait, Manzer, Marion H...	354	Statler, Buffalo & Boston.....	351	Wentworth, of New Castle.....	353
Motor vehicles, stream of.....	355	Portrait, Miller, W. F.....	352	Statler Hotel, Buffalo's new...	354	Westbrook, the, Fort Worth...	349
Motoring Am. & Can. nat. pks.	347	Portrait, Mills, J. O.....	347	Steven's, world's largest Inn	348-355	Wheels, everything on, kitchen.	357
Movie of man wait'g on self.....	347	Portrait, Mong, Geo. L.....	346	Stock sheet, cold stor. products.	349	White fuel for cooking.....	356
Moving pictures, better homes.	356	Portrait, Montgomery, C. H....	355	Storer'm acct'g, Rockford Col.	349	Wilmo Rack, Prince Edward...	353
		Portrait, Parker, L-P., A-L, B-S	349	Store room, perpetual invent...	350	Windermere Hotels, Chicago...	356
National highway, no ferries.....	353	Portrait, Rice, F. Willis.....	351	Stratford Hotel, passing of...	350	Windsor Hotel, changes in...	353
Nature's sweet restorer, sleep...	350	Portrait, Ricker family.....	353	Students, open work'g depts. to	357	Wisconsin's 26th annual.....	355
Nell House, a new.....	350	Portrait, Roth, C. G.....	355	Subveyor, improvements to...	357	West Baden Springs.....	357
Neilon Hotel, Rockford.....	354	Portrait, Seeker Wm. R.....	351	Sundstrand adding machine.....	349	Wholesale housek'p'g bus. of...	347
New England, ideal motor tour...	357	Portrait, Shafer, C. H.....	352	Swap, basis of 1914 prices.....	352	Women spend the money.....	348
N. H.'s largest all-year hotel...	357	Portrait, Statler executives.....	356			Women executives, cater'g dept	346
N. Y. Ass'n's 36th annual.....	357	Portrait, Taggart, Thos. sr., jr.	353	Taxicab owners' code of ethics.	355	Work, gospel of (Lauder).....	347
New Yorker in British Col.....	352	Portrait, Tott, Gustave.....	347	Taxi-fan, the.....	351	World's finest hotels, two.....	352
N. Y. hotelodom, changes in...	357	Portrait, Trulock, Walter N...	349	Tea drinking, make popular...	348	Wrigley Building restaurant...	351
New York's super-aprtmt house.	347	Postage, relation to prosperity.	351	Tea room, coll. trained women.	348		
N. Y. welcome to bankers.....	355	Post Tavern, praise for.....	355	Tea room, Grace Dodge.....	357	Yellowstone trail, service on...	351
Noises, abolish unnecessary.....	355	Prices based, supply & demand.	353	Tea room, Grace Dodge.....	357	Yosemite, another big camp...	351
Northern cap'l benefit'g South.	347	Prince Edward Hotel, Windsor	348	Tea, secret of goodness of.....	350		
North rim and the Kaibab.....	347	Profile House, the.....	353	Tea, simplifying brew of.....	356	Zona banquetier, din'g service..	346
Northwestern's 20th annual.....	356	Progress manager, duties of...	349	Tedious pastime (cartoon).....	351		
Nutrition, first aid, efficiency...	351	Prohibition don't prevent this.	353	Telephone compl'ts, elim.....	357		
Nutrition, the gospel of.....	356	Pros'y depends, mov'g goods...	346	Telephone phone, cultivate the...	353		
Nutrition & recreation.....	357	Providence-Biltmore Hotel.....	352	Telephone dir., Inter-dept.....	347		
		Public comfort stat'n, advertise	349	Teletype, the.....	351		
Ocean House, Swampscott.....	354	Public comfort, revenue produc.	354	Temptation lead us not into...	352		
Ohio Ass'n's 28th annual.....	346	Public rooms, Grace Dodge.....	357	Texarkana, a day in.....	349		
Oil and coal fuels, study n.....	348	Public utility matters.....	355	Texas, of Fort Worth.....	348		
Oil refinery, a visit to.....	349			Then and now.....	350		
Oliver Hotel, ap'tm'ts annex...	355	Quaker Oats, visit to plant...	346	Three hundred Park Avenue...	347		
Omaha hotels, reasonable rates.	354	Quantity cookery, book on.....	351	Three thousand r'm hotel, Chi...	348		
Omaha notes.....	356			Time-killers, the industrious...	350		
Onions.....	355	Race track, only hotel with...	356	Towel figures.....	347		
Oriental Hotel, Dallas.....	349	Railroad catering.....	350	Trails, encourage tramp'g of...	355		
		Raisin bread & health bread...	353	Trained nurse on pay roll.....	351		
Palmer, A. H., passing of.....	354	Rate schedule, Am., Pines pl...	349	Train'g students for managers...	353		
Pantry foods between meals.....	356	Rates determined, bus., cond...	345	Transcript sheet, Stacy-Trent...	346		
Parkway Tea Room, Chicago.....	352	Recreation hotel, suggest'n for	354	Travel bureau questions.....	349		
Penn. & Colo. scenery.....	350	Refined cater'g, U. of C. com...	354	Traveling men, address to.....	355		
Penn Hotel of Trenton.....	347	Refining the hotel business...	351				
Pick's latest catalog.....	356	Refrigerators, Prince Edward...	353				
Picketing, Supreme court ag'tst.	346	Rental idea, country hotel.....	350				
Pines Hotel, Pine Bluff.....	349	Report, auditor to steward.....	349				
Pittsfield and Wendell Hotel...	353	Report forms, Stacy-Trent...	346				
Plans, French Lick Hotel.....	356	Restaurant ass'n's convent'n...	356				
Plans, French Lick Golf Club...	356	Reservation card for camp.....	351				
Plan, Glen View Golf course...	355	Restaurant critics, advice to...	346				
Plans, Grace Dodge.....	357	Restaurants not profiteering...	347				
Plan, Haddon Hall pavilion.....	347	Restaurants wholesome.....	351				
Plans, Hanford Hotel, Mason C'y	352	Ritchy, Dan, to head hotel...	354				
Plan, Jefferson, Dallas, floor...	349	Ritz-Carlton, Atlantic City...	347				
Plans, Kemp Hotel, Wichita Falls	350	Roads, good, the lure of.....	350				
Plans, Lincoln, Indianapolis...	351	Rockford College, cater'g dept.	348				
Plans, Lyeoming Hotel.....	356	Rock River country.....	354				
Plans, Ocean House, Swampscott.	354	Rodome, for man & car.....	355				
Plans, Pines Hotel, Pine Bluff...	349	Room clerk woman, story of...	346				
Plans, Poland Spring House...	353	Room rates, not be lowered...	346				
Plans, Prince Edward Hotel...	353	Rooms report, Hotel Pines...	349				
Plans, Ritz-Carlton, At. City...	347	Room rentals, (Conant).....	356				
Plans, Rumely Hotel, LaPorte...	353	Room service record, Pines...	349				
Plan, Sante Fe dining car.....	352	Room with't bath, demand for	347				
Plans, Stacy-Trent Hotel.....	346	Rumely Hotel, LaPorte.....	353				
Plans, Statler Hotel, Buffalo...	354						
Plans, Texas, Fort Worth.....	348	Sales tax idea, digest of.....	354				
Plan, 300 Park Avenue.....	347	Sales tax in nutshell.....	347				
Plans, Windermere Hotels.....	356	Sample room idea, Holt's.....	350				
Plan, kitchen, Glen View Golf...	355	Sample rooms notice, Adolphus.	354				
Plan, kitchen, Ida Noyes Hall...	354	Santa Fe dining car control...	352				
Plan, kitchen, Lyeoming Hotel...	356	Sauer kraut enthusiast.....	348				
Plan, kitchen, West Baden.....	357	School for head and hand.....	350				
Plan, laundry, the Adolphus...	349	Schubert to manage Bannock...	350				
Plan, lunch room, Chisca.....	349	Sea food menu, the Texas.....	350				
Plan, lunch room, Sinton.....	350	Seattle's Olympia hotel, lsd...	356				
Plan, refrig'r., Chisca lunch...	349	Service that satisfies, give...	355				

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WEEKLY PERISHABLE

192—

	Bought	Issued	Difference	On Hand	Over	Short	
Ribs							
Loins							
Meats							
Ham							
Bacon							
Lard							
Poultry							
Vegetables							
Fruit							
Potatoes							
Butter							
Eggs							
Flour							
Coffee							
Total							
				Over			
				Short			

Forms for keeping track of foods in the Albany Hotel of Denver. (See following two pages for ruling of Balance Sheet.)

Mr. Dutton Tells of Simple System of Storeroom Accounting

We were speaking, the other day, with Samuel F. Dutton, of the Albany Hotel, Denver, on simplified systems of accounting, in particular as pertains to the storeroom, in which there is more haphazard, more time-wasting, more red tape, confusion, guess work, repeating, waste of

paper, unnecessary clerical work, and inventories confounded, than in any other accounting in any other business, we believe.

Cost finders and systematizers have puzzled their brains over the storeroom accounting more than that of any other branch of the hotel busi-

BALANCE

	Ribs	Loins	Meat	Ham	Bacon	Lard	Poultry	Fish
1								
2								
3								
4								
5								
6								
7								
Balance								
8								
9								
10								
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Balance								
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28								
29								
30								
31								
Balance								

A VISION OF THE COUNTRY HOTEL OF 1940

*Paper read by John Willy before the Illinois
Hotel Association*

Judging from the wonderful changes that have taken place in the matter of hotel accommodations during the last thirty or forty years, one may be pardoned if he visions these changes to be even more radical in the future than have been observed in the past.

I have taken the subject of the Country Hotel because I believe that in the next twenty years the country hotel will develop much faster than the city hotel, which today has been brought to near perfection by those who set the pace in refinements of service.

The great factor in bringing about this change will be good roads, which will extend like a network all over America, and serve to multiply the market places, making more commercial centers; the exchange of commodities more frequent on account of shorter hauls; the encouragement to country life because of modern conveniences (available in former out of the way places) and improved facilities for social intercourse; a standstill or shrinkage of the larger cities in population, and increase in population for the smaller places.

The good roads, of which many billions of dollars will have been spent in the building, will be maintained largely by a revenue derived from a tax of, say, one per cent of the fare receipts from passengers carried by motor stages, and one per cent of the transportation receipts from goods carried by motor trucks.

The motor stages will be the principal feeders of the country hotels, and for this reason the hotels will maintain a twenty-four hour service for all accommodations of both bed room and dining room.

* * *

There will be three kinds of places catering for the accommodation of travelers. The first will be the "hotel," which will have a definite meaning, and will furnish both room and meals to transients of clean appearance for a price consistent with the accommodations offered.

The second kind will be the "aroom," or some other name that may be adopted, to signify a well-ordered, respectable place that offers room accommodations only, and that does not control a feeding department.

The third class will be a sort of composite operated mainly by a foreign element and the type of which it is beyond our power of vision at this time to describe.

* * *

The country hotel will average about fifty rooms. It will be fireproof, two or three stories in height, and will have no elevator.

There will be two types of country hotels.

One will be known as the chain system, that is: a great operating company (or competing companies) will operate hundreds of country hotels extending along highways from coast to coast; be managed from one central office, and commissaried from central stations, each station with a radius from one hundred to three hundred miles. These chain hotels will be built after a special pattern, and duplicated for size, shape, equipment, and furnishment, so that a manager trained for one house can fit into any one of the chain. These houses will have distinguishing signs, and be as individual as a Harvey Hotel, for instance, the service maintained to a standard, and provisioned as near alike as possible, consistent with economy of locally produced foods. These houses will not have the personality of an owning proprietor and manager, for the reason that the managers will be moved as on a checkerboard, and the personalities will change with the probable frequent change of management.

The other type of fifty-room hotel will be the home style, operated by man or woman, or man and wife, in the style of the old-time inn. The competition of this type of hotel with the chain of hotels will be largely in the personality of the proprietor and his ability to keep the clean, wholesome, inviting, and safe house.

* * *

The management of these country hotels will be largely in the hands of people trained in the Home Economics departments of the state universities and of other schools. The universities will have come to realize that the most valuable of all education is that which teaches man to be his brother's keeper—to instruct in that which makes for the healthy mind in the healthy body—the fundamentals of nutrition, rest and recreation. When the home economics studies are open to all students, male or female, in particular, the branch devoted to institutional work, it will attract to these studies students who will take naturally to the management of foods, the sanitary and safe housing of people, the multiplicity of work that enters into the proper maintenance of dwellings; the knowledge of tools, machinery, fuels, electricity, geography, accounting, fabrics, and a thousand and one things that enter into the daily life of civilized people. These schools will supply fundamentally trained people who will enter into the joy of a business which is the essence of hospitality.

This hotel training will be fostered, in particular, by model hotels built on the campuses and operated under direction of the universities. They will afford both employment and education to students; the universities catering for the creature comforts of visitors, faculty and students, and giving credits on the work, both prac-

tical and theoretical, done in the hotel class rooms, and embracing a wide range of studies.

* * *

The dining room will be open twenty-four hours a day, but only four or five hours for regular meals. There will be table d'hôte for a fixed price served during regular meal hours; also certain foods served especially to order. But between meals there will be a supply of pantry prepared foods, the charge for which will be ten per cent or more above those of the meal hours a la carte; this to repay for the extra service, which, even tho it can be delivered by waitress or bell boy, will entail an extra expense in the service.

There will be special catering for automobile patronage, in particular as to preparing meals to be ready on arrival, the orders teletyped an hour or so ahead of arrival, the order as received from the teletype printed so as to be easily read, and not to have the confusion of mistaking sounds, as liable with the telephone.

The radio, which you may think I am going to boost, I feel will not be commonly used, for the reason that radio service will be so controlled by the government, state or national, that it will be impractical to use it in hotel service.

* * *

The manner of food service for the country hotel will be largely of lunch room type: a wide table-high counter with abundance of room for the full set-up of the meal, the counter top of wood, the napery individual. There will be tables for those who prefer table service, especially those traveling with children; but the counter will be just as popular with the women as the men patrons, and the service will be quick, clean, pleasant, and by a high class type of waitresses. It will be possible to employ refined women for this service because of the compulsion of travelers to be respectful in public eating places, and the privilege of the caterer to refuse service to objectionables.

* * *

The hotel will have its greatest asset from a national law that will make it a crime to use a hotel for any but legitimate purposes; and the law that permits the word "hotel" to be over the door of only respectable houses will be very severe upon those who abuse hotels.

* * *

The innkeeper's liability as custodian or guardian of the personal property of his guests will be limited to a reasonable amount, the sum uniform in all the states.

* * *

There will be a very simple system of accounting, something after the style of the Rack and Card system now so generally used. It will be systematic, fairly accurate, and with no red tape to hamper quick settlement of accounts.

* Most travelers will take advantage of a credit system of exchange, by which a bank account at home, set aside for exclusive travel expense pur-

pose, will be insured and guaranteed for the payment of legitimate hotel bills and ordinary traveling expenses by rail, stage, boat, motor or aeroplane, for a limited period of time, and a limit of amount, as may be arranged for; the traveler carrying a proper identification, and the exchange made fluid thru banks and post-offices.

* * *

The fifty-room country hotel will have elastic quality thru a system of portable rooms annex for sleeping purposes only; the occupants to have use of the public rooms and public comfort facilities provided in the hotel building proper. These portable rooms will be for emergency use only.

There will be a system of refrigeration that will produce at small cost cold air for the food preservation closets and for supply to rooms in summer. There will also be a warm air supply for winter time.

The fuel will be almost exclusively electric, brought, in many cases, hundreds of miles from water power generators, inventions having practically eliminated leaks between power origin and the tap. Other fuel will be gas, or oil, or a distillate of some kind. Also there will be a sort of briquet made from pulverized coal, and chemically treated, that will in a way solve the fuel problem for the country place.

* * *

The greatest change will be that of the tip, which will be almost entirely abolished. In place of the tip there will be a system by which those who serve will receive a percentage of the receipts, and the tip will be in disfavor as much with the servers as the served.

* * *

The amendment to the Volstead law permitting the sale of light wines and beer, and the effective regulation to prevent abuse; together with the pure drinks law, equally effective with the soft as the alcoholic, will have advanced the cause of temperance.

* * *

All rooms will have running water, hot, cold, and drinking. About half the rooms in the country hotels built about 1940 will have bath, and a large proportion of the rooms without bath will have toilet. There will not be much change in the style of furnishings. The beds will be in the room, not concealed. The color and lighting schemes will be much more scientific than now obtain and will represent a very great improvement. All rooms will be vacuum cleaned. Architects will have produced the practically noise proof room, and the ventilating engineers will have solved the problem of a continuous temperatured pure air supply.

Rooms will be rated by the hour, with minimum charge for fractions of a day.

Bell boy service will be speeded with mechanical aids.

The labor problem will not be entirely solved;

but the domestic nature of the hotel business will have been recognized in the industrial field, with a special dispensation exempting hotel employees from factory hours; yet protecting from unnecessary hardships.

* * *

Travel to make business for country hotels will be increased a hundredfold because of the safety of travel brought about by a national law forbidding the carrying of arms by any but officers of the law, and a policing of the roads that will have practically abolished banditry.

Nearly every hotel will have either a garage to which cars may be assigned in safe-guarded stalls, or will have arrangement with a reliable garage in the near vicinity.

A department with the average country hotel will be a public comfort station equipped with baths, lavatories and toilets, from which a revenue will be derived.

The patronage upon which least dependence will be put will be that which comes by air. There will be air lanes. The problem of landing and starting air machines will have been solved; but the timidity of the average human, anchored to earth since the race began, will not have sufficient confidence in the air at this date, 1940. Our vision carries us a few years further on before the country hotel will feature aeroplane landings or a hangar for the helium filled dirigible.

Grand Rapids Furniture

Readers of THE HOTEL MONTHLY are familiar with the names of three leading furniture houses of Grand Rapids who specialize in furniture especially designed and built to meet the requirements of the modern high grade hotel. They are Berkey & Gay, the Sligh Furniture Company, and the John Widdicomb Company. All three have used THE HOTEL MONTHLY advertising columns for years, and we have respect for them because of the many compliments we have heard spoken by their satisfied customers. So it was that on a recent visit to Grand Rapids, the editor called on them to learn what is new in their lines.

It was a few days before the opening of the furniture season (January 1), when buyers from all over America come to see and select the new patterns and arrange for replenishments of stocks. All three of the above mentioned houses were getting ready and dressing their show rooms with the best of their product. Each was confident and had that faith in his particular product that gives supreme assurance to the salesmen that they are backed up by quality goods as well as new and pleasing designs.

Mr. Van Bibber of Berkey & Gay said the firm is taxed to capacity. Among the big hotel orders are the new Statler-Buffalo and the Los Angeles-Biltmore. Both these houses will reflect the latest, best and most appropriate in hotel furniture, the designers having created patterns of individuality and distinction. The main lobby

and mezzanine of the new Hotel Rowe in Grand Rapids is an exposition of the Berkey & Gay output. The show rooms of the firm offered a great selection, every piece carrying the trademark that inspires confidence.

Mr. McClave of the Sligh Furniture Company, when we asked him regarding the furniture styles, said that walnut built is most in favor. Old ivory is popular, as it harmonizes with almost every kind of room decoration and fabric furnishment; and the enameled furniture is in demand, especially for rooms furnished to give the cheerful and color scheme effects. The Sligh factory gives employment to 1,150 men and the output is one-seventh of all the furniture made in Grand Rapids.

The capital stock of the Sligh Furniture Company was increased from \$2,000,000 to \$2,500,000 last month, when the company purchased the Santiam Lumber Company, a corporation owning 11,000 acres of timber land on the Santiam river in Oregon, and which will be consolidated into the Sligh Furniture Company.

Mr. McClave predicted that the new Rowe Hotel will be a success, and that its opening will benefit property located between the Rowe and Pantlind Hotels.

Mr. Block showed us over the showrooms of the John Widdicomb Company, which occupy the seventh floor of the Blodgett Building. The space had been cleared of the old patterns and the new were being installed, among them some rich and beautiful bed room sets. It was the John Widdicomb Company that built the bed room furniture for the Statler-Detroit and designed the chiffonier-desk for the smaller rooms that has since come into such general use.

A. L. Roberts of the Winona Hotel, Winona, Minn., who addressed the Northwestern Hotel Association at their recent meeting in Omaha on the subject of "The growing popularity of the American plan," said that in collecting material for his address he consulted the back numbers of THE HOTEL MONTHLY for several years, and found them prolific of ideas and dependable information.

C. H. Shafer resigned the management of Hotel Hanford, Mason City, Iowa, to become manager of Hotel Wisconsin, Milwaukee, relieving Mr. H. O. Wood, vice-president of the Hotel Wisconsin Company, who assumes the general management of the Schroeder hotel interests, including Hotels Wisconsin and Astor, Milwaukee, and the new Hotel Retlaw in Fond du Lac. Mr. Shafer is a Wisconsin man, and has been in the hotel business all his life, mostly in Chicago and California hotels.

E. C. Hayfield, former steward of the Waldorf-Astoria, New York, and late of the Providence-Biltmore, Providence, R. I., will be chief steward of the Mount Royal, Montreal.

Wallick to Build in Toledo

Lou C. Wallick of the Wallick Hotels system of Toledo and Columbus, Ohio, and Providence, R. I., has completed arrangements to build a 500-room fireproof hotel in Toledo, the site 120 by 246 feet, located directly across the street from Hotel Secor, which is operated by the Wallick Brothers. The deal is completely financed, architects are working out the plans, and it is expected to have Hotel Wallick, which is the name selected, opened late in 1924. This will give Toledo a thoroly up-to-date hotel commensurate with the city's needs. The Secor, J. A. Hadley, manager, will continue under the Wallick direction.

Carruthers in Hands of Friends

Roy Carruthers, formerly of the Palace Hotel, San Francisco, and now managing director of the Waldorf-Astoria in New York, numbers among his friends many influential people in the Far East, most of whom he made personal acquaintance of during his administration of the Palace Hotel. They found in him a host who, in great measure, contributed to the pleasure of their visits to America. So it was that last year, when Mr. Carruthers and bride spent their honeymoon in the Orient, they found everywhere

people eager to entertain, and they were showered with kindnesses.

The hotelkeepers, in particular, welcomed Mr. Carruthers, and appreciated his advice in the matter of hotel construction and operation, for the orient is striving to attract tourists from the occident, and to emulate the United States in furnishing all the comforts of the modern hotel.

Mr. Carruthers brought home many presents, one of which, a bowl we saw in his office in the Waldorf-Astoria, and asked him for a photograph of it; which he promised to have taken and send on to us. The above engraving is made from the photograph. The bowl is of gold and silver. It weighs 16 pounds, 4 ounces. The workmanship is superb. The inscription reads:

Presented to

MR. ROY CARRUTHERS

by The Board of Directors of
The Imperial Hotel, Ltd., Tokyo

President: Hon. K. Okura

Managing Director: H. S. K. Yamaguchi

Director: I. Wakao

I. Kitani

T. Kobayashi

27th May, 1922



TRUCKENBROTHERS
Co.

Improvements in Hotel Astor, N. Y.

Hundreds of thousands of dollars have been spent in the last year or so in remodeling Hotel Astor, New York, under the direction of Fred A. Muschenheim, its proprietor, who keeps this hotel in the forefront as the parent of modern improvements; for The Astor has blazed the way for many of the greatest improvements in hotel service in the last twenty years, in particular as to electrical service, Mr. Muschenheim being a practical electrician with inventive genius.

Manager Alfred Palmer showed us some of the things that have been done in The Astor since our last visit, in particular the remodeling of the ground and mezzanine floors, by which the catering facilities have been greatly increased.

We scarce recognized the main lobby, so great has been the change. The east side has been converted to shops, every shop selling something useful, as hats, shoes, haberdashery, garments, drugs, ice cream, theatre and transportation ticket offices; and the center store devoted to a florist shop with three sides glass partitioned from the lobby. The south end, formerly occupied by the high ceiled Hunting Room, is now made into two floors, the Hunting Room occupying the upper floor, and retaining the wonderful woodwork finish, and the decoration of weapons and trophies of the hunt. A balcony extends along the east side over the shops, affording a lounge appreciated by the lady guests who, from this point of vantage, can see what is going on in Broadway, and also command the life and activities of the lobby.

The north dining room is finished in ivory and rose, Louis XIV.

Mr. Palmer called attention to the floor of the Hunting Room, the North Room, and the gallery, which is of rubber, soft and noiseless to the tread, and made by the Steadman Products Co. The Astor was the first hotel to try out this floor, and it has been a big success. It looks like marble, is laid in various patterns and makes good dancing floor. Even the steps and baseboard are made of this rubber.

In the Orangerie, which has been greatly enlarged, there hang the wrought iron chandeliers that formerly graced the Hunting Room. The floor of the Orangerie is laid in rubber, with seams of brass to bind firm. The partitions are of heavy draperies. Mr. Palmer said the remodeling was done by Downey & Company, and the decorating by Unitt & Wicks; Downey & Company the original builders, and Unitt & Wicks the original decorators. There has been a battery of electric elevators installed exclusively for waiters' use, so there is no more going up and down stairs. The elevators are automatic.

The grand ball room is provided with special elevator for the boxes. This wonderful room has been arranged so its sides can be extended by the removal of partitions, and the room be open from 44th to 45th streets, the elastic quality permitting of extension as desired, and to

meet almost every demand for the accommodation of large parties. Mr. Palmer said that on October 4th, for the American bankers' smoker, 4,185 suppers were served in one sitting; and that on one occasion, within thirty-six hours, two parties were handled, one of 4,000, the other of 2,000. He called attention to the four service cars that are used for clearing the room after functions, and have been timed to clear it in twenty-two minutes, with no congestion.

He showed us the remodeled roof garden, with the Belvedere, and its division for dancing and dining, and explained how, when used for banquet, 3,000 can be served at one time. A greenhouse has been built on the roof at a cost of \$36,000, and a special elevator put in to get the plants up and down.

We asked how many people the Hotel Astor, with its present equipment, could serve at one time, and Mr. Palmer, after calculating a minute, said "ten thousand."

We asked Mr. Palmer how the amplifiers worked in The Astor for the exchange of speeches between the men's banquet at the Commodore and the ladies' banquet at The Astor the night before. He said that it worked perfectly, and that the speeches could be heard distinctly in every part of the Astor banquet hall. He said that this amplifier, which is the newest and one of the most important inventions for the comfort of large audiences listening to a speaker, was put into the Hotel Astor eight months ago, and that Mr. Muschenheim had given the inventors every facility to test out the device; had even furnished the apparatus for the overflow meeting in the Madison Square Garden, by which those who could not get in to hear could hear what was said inside. The Hotel Astor radio has caught words and music from Davenport, Iowa. In the next three or four months, he said, we will have a portable radio that the guest can call for, in every room of Hotel Astor. It will be about the size of a portable telephone, will screw into any plug attachment, and the guest can have music in the bed room from the horn.

We asked Mr. Palmer if the sounds would interfere with the comfort of guests in adjoining rooms. He thought not. He said that they have three or four Victrolas in the hotel, but have never had a complaint of them.

Hotel Astor has the largest organ in the world. It has 103 stops.

Guy S. Rowell, publicity manager for the Bowman Hotels System, has produced a booklet to introduce the Belleview and cottages of Belleair, Fla., to prospective patrons. It is a collection of sketches done in colors picturing fashionable life at this resort. The illustrations are by May Wilson Preston.

The Terminal Company of Oregon, an auto-bus company, has leased the St. Francis Hotel of Albany and will operate as hotel and depot.



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Comfort and convenience unite with beauty in color and proportion in Crane-appointed bathrooms. Crane bathtubs and lavatories are commodious and sightly. The high quality of vitroware or enamel used gives them longer life. Valves and

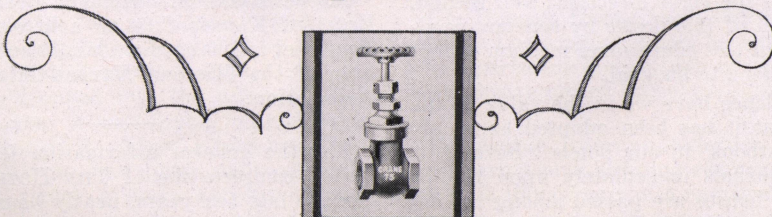
drains of large capacity make them fill and empty quickly. Like the Crane valves and fittings supplied for heating, sanitation and vacuum cleaning systems, Crane fixtures stand up under the hardest usage accorded them by employees or guests.

CRANE

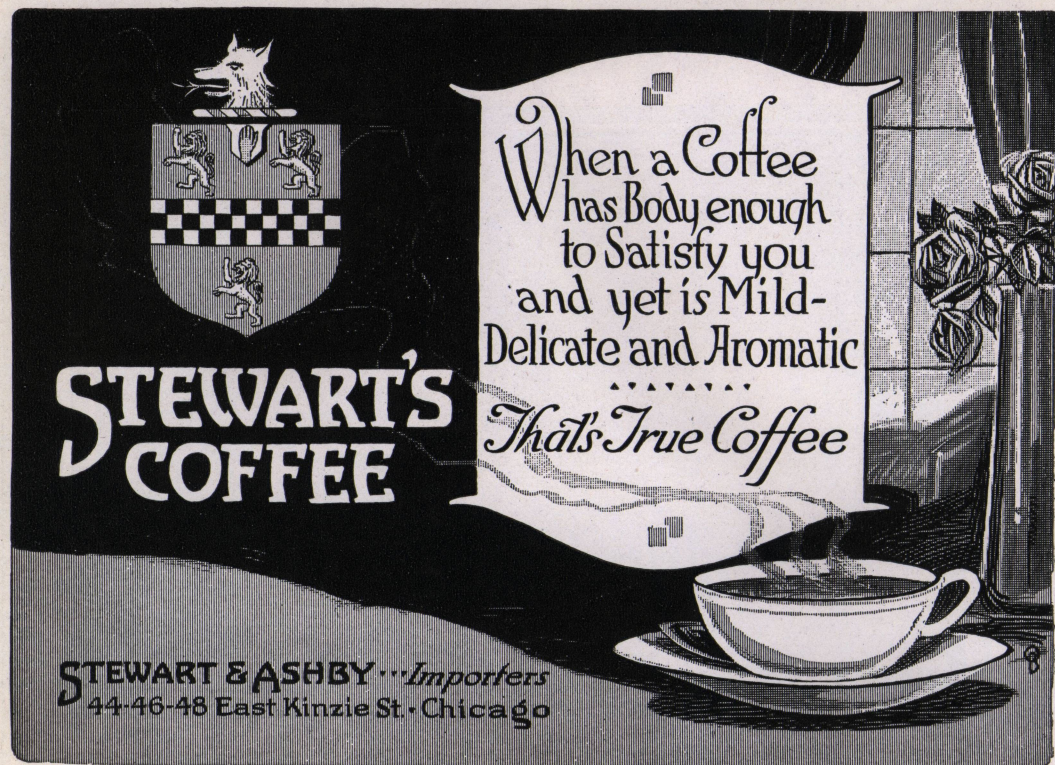
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44-46-48 East Kinzie St. • Chicago

Education for Eppley Employees

Eugene C. Eppley in the Eppley house organ, *Hospitality*, commends the reading of the hotel press to his employees as one of the best ways to get ahead. In part the article reads: "The hotel journal has been and is the educator, the research bureau, the counsel, the co-ordinator and the defender of the industry. It has gathered from far and wide the many, many ideas, experiments and experiences of many, many men and exploited and exchanged them for the benefit of all, thereby advancing the industry evenly in prestige and profit.

"The right type of employee in the hotel business will be found an eager reader of the trade papers. This statement is proved in two ways: First, the desire for knowledge of the trade is a pretty sure sign that the employee is ambitious and pointed in the right direction; and second, the gratification of this desire by constant reading and study of this educational medium cannot but help him along to his goal.

"Such confidence have we in the value of the hotel press that it has been adopted as an organization 'textbook' in our hotels. Several of the leading journals immediately upon receipt at each of our houses are passed among the department heads. Attached to the journal is a paper clip advising the recipient to read, sign and pass along to the next department head on the list. If the reader desires any special article

for permanent retention he may so indicate on the clip, and after the paper has made the rounds the requested excerpt is removed and sent to his desk.

"I do not know of any more profitable investment in organization and individual development."

Charles LeMaire, of the McAlpin (New York) travel bureau, will make a tour of the world this winter.

Charles B. Hamilton of the Tegeler Hotel, Bakersfield, is elected president of the Southern California Hotel Association. Mr. Hamilton was formerly president of the Colorado Hotel Association.

A. W. Brannum has taken over the Sexton Hotel of Kansas City on a fifteen-year lease. The hotel is 100 rooms. Mr. Brannum is treasurer of the Missouri-Kansas-Oklahoma Hotel Association.

For the general information let it be said that a complete file of *THE HOTEL MONTHLY* for the last ten years, neatly bound a year to the volume, is available for the hotel manager's reference and technical library. A nearly complete file for twenty years may be had, but the supply is growing scarce.

REED & BARTON'S

HOTEL SILVERWARE

IS THE MOST ECONOMICAL

PARTIAL LIST OF PROMINENT HOTELS AND CLUBS EQUIPPED WITH REED & BARTON SILVERWARE

Hotel Pennsylvania, New York
Hotel Statler, Detroit
Hotel Statler, Cleveland
Hotel Muehlebach, Kansas City
Chicago Athletic Club, Chicago

Hotel Sisson, Chicago
The Parkway, Chicago
Hotel Webster, Chicago
Congress Hotel, Chicago
Hotel Sovereign, Chicago

Hotel Sherman, Chicago
Hotel Gibson, Cincinnati
Glen View Club, Golf, Ill.
Hotel Ambassador, Chicago
Hotel Windermere, Chicago

WORKS, TAUNTON, MASS.

Represented by HUGH IRVINE, at 5 North Wabash Ave., Chicago,
with a complete display of Samples

Also Represented at
5th Avenue and 47th Street - New York
4 Maiden Lane - - - - - New York

1005 Commerce St - - - - - Dallas
59 Temple Place - - - - - Boston
150 Post Street - - - - - San Francisco

Ketchum Buys Tulsa Hotel

Henry R. Ketchum of the Ketchum Hotel, Tulsa, Okla., has bought the Hotel Tulsa, in Oklahoma City from W. N. Robinson, the price said to be approximately one million dollars. Mr. Robinson is president of the Baltimore and Muehlebach Hotels of Kansas City. Mr. Ketchum plans to add 150 rooms, a new ball room, coffee shop, and roof garden. He proposes to incorporate a \$2,000,000 hotel company to be known as The Ketchum Hotel and Realty Company to take over the two hotels and the Ketchum real estate holdings, this to be a closed corporation, no stock for sale. H. C. Kyle will continue as resident manager.

To Hop Across the Grand Canyon

The Santa Fe Magazine for October prints an illustrated account of the first airplane landing at the foot of Grand Cañon, which was successfully accomplished August 12 by August Thomas. We quote from the article:

"The plane dropped into the cañon at such terrific speed that it was found impracticable to take pictures of it. Thomas told me afterward that while he was flying on a perfectly level keel he struck a down current of cool air which caused him to drop nearly a thousand feet, accounting for the tremendous velocity with which he passed the rim. It could not have been more than a minute from the time

he went over the rim before he flattened out on the plateau. It takes a man on muleback about three hours to travel the same distance."

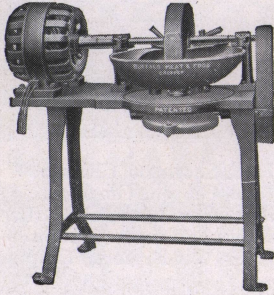
The drop from river to river is over a mile. The ascent next morning to the level of the rim was made in four and a half minutes.

"Heretofore," says the writer of the article, "transportation in and about the cañon has consisted of motor trips along the rim, hiking and on muleback. It is my belief, however, that within a few years' time regular trips by airplane from the south rim to the north rim can be provided—if one has the nerve and the price. There are several good landing fields in the beautiful meadows of the Presidents Forest on the north rim. Visitors will be able to make the trip across in from fifteen to twenty minutes—it now requires two days by muleback."

Ole Hanson, former mayor of Seattle, has located in Los Angeles, where he proposes to build four apartment houses, one of them to be for the exclusive use of bachelors.

Compagnie Internationale des Wagons-Lits, the international sleeping-car company, is having built 40 new cars of a new model. Each car contains 8 single compartments and 4 double compartments, is slightly more than 23 meters (about 77 feet) in length, and weighs about 50 tons.

This Reconstructed "BUFFALO" Meat, Food and Vegetable Chopper At a Special Reduced Price



Get in touch with your nearest dealer, immediately or write direct to us. Secure a real bargain while they last.

WE OFFER a number of our No. 16 "Buffalo" Choppers now on hand, traded in for larger sizes—reconstructed and guaranteed to be practically like new, at a substantial reduction in price.

A Wonderful Opportunity!

This is the chance of a life time to buy one of these wonderful "Buffalo" choppers—an indispensable machine in any kitchen.

Chops fine anything a knife will cut, without mashing or squeezing; turns food otherwise thrown away into palatable dishes; saves time and labor—pays for itself many times over during the year.

JOHN E. SMITH'S SONS CO.

57 Broadway

Buffalo, N. Y.

Electrification of Camp Curry

Camp Curry in the Yosemite lays claim to the largest and most completely equipped electric kitchen and electric heating system for guest rooms. Two years ago, when the editor of THE HOTEL MONTHLY visited the Yosemite, we commented on Camp Curry's electrical equipment, but it has been greatly increased since that time. This year the "back of the house" was open to the inspection of the public. Assistant manager R. T. Williams writes: "The electrical equipment to be found in our public dining room, with its seating capacity of 800 people, the employees' dining room, with a capacity of 180 people, the only motor driven electric toaster in the world and the remarkable system of electrically heated water in Camp Curry's fifty bungalows have called for the greatest admiration of any single department in our organization."

W. B. Harbeson of the Harbeson Hotel Company, now controls five hotels in Florida, his latest acquisition being the San Carlos of Pensacola. His other houses are the New Walton, De Funiak; the Harbeson, Camp Walton; Bagdad Inn, Bagdad; and Spanish Trail Inn, Munson.

The fuel oil equipment of the engine room in Hotel St. Francis, San Francisco, has been replaced with electric driven motors.

Senator Hart of California Honored

Senator Dwight Hart of the Rosslyn Hotel, Los Angeles, was given a banquet at the Alexandria in that city in recognition of his services for the hotel interests. It was a remarkable feast, and at the board were members of the Southern California Hotel Association and many friends of the senator. The menu carried a page of "sidelights" on Senator Hart, featuring his life from boyhood in Mesopotamia, Ohio, to his election as state senator. It pictured him as arriving in Los Angeles in 1889 and securing work as bellboy in the Natick House; his rise to porter, cashier, and proprietor of the old Rosslyn, where he served the famous twenty-five-cent meal that made the Rosslyn nationally famous from then to now. Later he and his brother built the present Rosslyn of 800 rooms, fireproof; and the intention is to build a still larger and finer house. The toastmaster at the feast was Charles B. Hamilton.

This was the menu:

Canape Alexandria	
Mouseline of mushrooms	
Brook trout, saute, potatoes Parisian	
Chicken au beurre, potatoes fondantes	
Artichokes, fines herbes	
California salad	
Fancy form glace	Petits fours
Demi tasse	



To serve more people make your service more attractive

People are quite as particular about the service they get as about the food they eat—managers whose tables are always full nowadays are those who make their service most attractive.

Especially are they careful to dress their tables with silver which is bright and immaculately clean—and with a Tahara Automatic Silver Burnishing Machine in their pantry they find it very easy to give their service this desirable touch.

Says one popular Eastern hotel: "Tahara gives our plated silverware a finish that compares in

fineness with the finish of new silver as it comes from the factory."

You can give your silver this beautiful finish every day at only a fraction of the cost of less satisfactory buffing and polishing methods. And, what is equally important, Tahara does not wear away your plate as scratch brush and abrasives do—your silver will last several times as long without the expense of repairs or replating.

Write today for details of a Tahara installation which will exactly meet your needs.



The American Laundry Machinery Co.

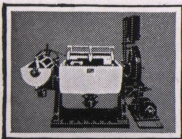
Specialty Department I

Cincinnati, Ohio

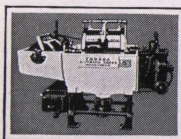
Canadian Factory: The Canadian Laundry Machinery Company, Ltd., 47-79 Herling Rd., Toronto, Ont., Canada

TAHARA

SILVER BURNISHING MACHINE

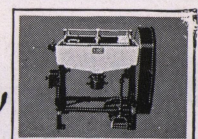


For larger hotels,
clubs, cafes.



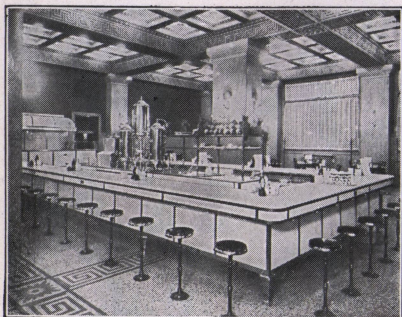
For medium sized
hotels, clubs, cafes.

*Saves
Silver*



For smaller hotels
and institutions.

A BURTON INSTALLATION



*A Distinctive installation that
is scientifically, practically
and superbly built*

Sanitary, Attractive, Durable
Removable and Indestructible
All Steel, White Enamel
and Nickel Silver.

Shall we send our illustrated
lunch room and cafeteria literature?

**KITCHEN BURTON STEEL
OUTFITS RANGES
FOR HOTELS**

Range Catalog No. 4 Now
Ready for Distribution

Let us solve your Kitchen or Lunch
Room problem. Send us sketch of
space available and we will design a
complete equipment for you.

The Burton Range Co.
CINCINNATI, OHIO

For the Promotion of Tourist Travel

The Capitol Tours Association, comprising seven Eastern states and the District of Columbia, has issued a map and booklet for the use of the tourist within their states. The association is made up of hotel men who are promoting tourist travel on the three great cross-country highways, The Lincoln, The National, and The William Penn. The Association has mapped out a trip over these highways and included in the booklet a description of the places of historic interest along the way. Hotels are recommended at certain points which would be probable stopping places for tourists. The pamphlet is illustrated and has maps showing the way thru the cities to the highways.

Better Hotel Advertising

From the Monthly Messenger of the New York State Hotel Association.

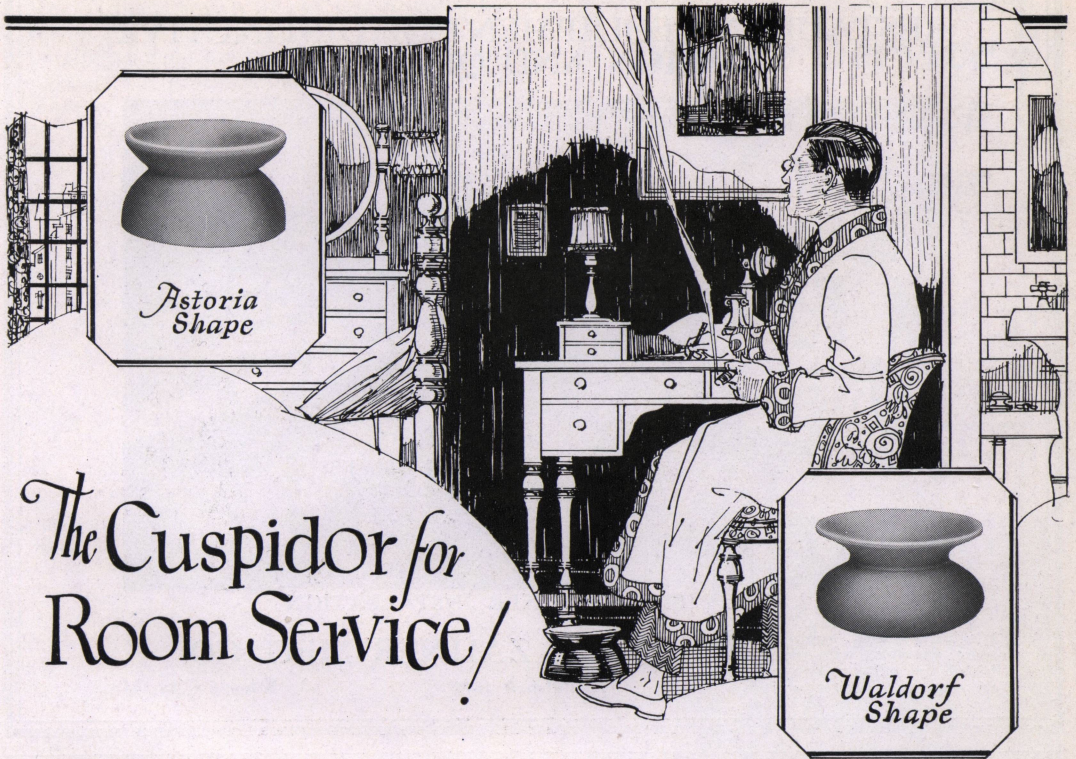
One of the most striking recent tendencies in the field of hotel promotion in this country has been the marked increase both in the quantity and the quality of the advertising put forth in the interest of our home resorts and playgrounds. Due to this better appreciation of really worthwhile hotel publicity, many American hotels and resorts have come through the summer with good profits despite the great exodus that took a mighty army of tourists and many millions of good Yankee money overseas. This year's rush to Europe was due chiefly to the excellence of European resort advertising. American hotel men are beginning to see the point!

The Eppley Hotels Company have given insurance policies of from \$500. to \$2,000. to all employees, as long as the insured are in the employ of the company.

OBITUARY

Henry Giebe, for thirty years a prominent chef and steward in Chicago and resort hotels, died Dec. 27.

John B. Goins, author of *The American Waiter Book*, died December 8, 1922. Mr. Goins was employed as headwaiter in the Nelson Hotel of Rockford, Ill., in 1907, when he started to write *The American Waiter*. He wrote the book at the suggestion of the editor of *THE HOTEL MONTHLY* (who happened in the town and saw his control of his crew of waiters, and heard one of his lectures to them). Mr. Goins produced the most practical waiter book that had ever been written; and even now there is no other to compete with it. While intended for the guidance of negro waiters, it has served the purpose of furnishing information of the waiter business to caterers in general. The book has its faults, but it serves a very useful purpose, and its author did not live in vain.



The Cuspidor for Room Service!

HALL'S CUSPIDORS are made of solid vitrified white china. They are easier cleaned than any other cuspidor on the market. They absorb neither stain nor odor.

The odor of stale tobacco that permeates the closed room often arises from the cuspidor. This cause of

annoyance is absent when Hall's Cuspidors are used. They are neat and inconspicuous in appearance, as cuspidors should be.

Hall's Cuspidors are superior in service to other cuspidors selling for several times as much. Regularly stocked in olive green and brown, inside white or color. Made on order in blue.

*Buy From Your Jobber
Write for Complete Catalog*

HALL CHINA COMPANY
EAST LIVERPOOL, OHIO

HALL'S FIREPROOF CHINA

Secret Process

RESTAURANT EQUIPMENT OF DISTINCTIVE DESIGN AND QUALITY



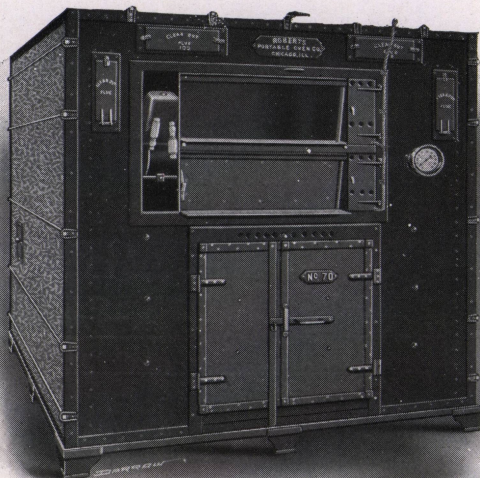
A COMPLETE ZAHNER INSTALLATION

We have a new, complete 186-page catalog, with price list, which we will mail to you free on request. Write for it.

ZAHNER MFG. CO.

Established 1876

Kansas City, Mo.



Hotel Managers

Why install a large expensive brick oven in your Hotel when a Roberts Black Diamond will do your work equally as well?

This is not merely a statement, it is being proven every day in the year by many of America's leading Hotels.

Write for a list of large Hotels using Roberts Ovens and write them asking what success they are having. Then insist on having the name "ROBERTS" written in your specifications.

No. 70 X for Coal

ROBERTS PORTABLE OVEN CO.

857 West North Avenue

CHICAGO, ILLINOIS

Recipe for Candied Preserved Figs

Mrs. William Seyler, Jr., of Los Angeles, has a recipe for candied preserved figs which she is putting to good use by preparing and selling the article, the proceeds to go toward the maintenance of a small hospital. Louis Sherry, of New York, has placed a good sized order for them. Mrs. Seyler, who learned the process from her grandmother, says: "The figs are cooked and candied for one hour and then allowed to stand in the sun for a day, repeating this operation three times. It is a slow process, but one that turns out the most delicious confection you can possibly imagine. The figs weigh from two to three ounces each after they are done."

Hal W. Minton is now assistant manager and steward of Hotel Savery III, Des Moines.

The Shanghai Hotels, Ltd., in conjunction with The Hongkong Hotels Co., Ltd., announce the appointment of Roger L. Moore as manager of the Astor House Hotel, Shanghai.

The Jordan Hotel of Glendive, Mont., was head center for home coming for the opening of the new Northern Pacific Railway depot and office building in that city December 20. There were great doings.

Sherman Dennis, manager of Hotel De Soto, Savannah, Ga., writes that advance reservations indicate a good season. He has surrounded himself with a capable organization. The hotel opened December 31.

The Riviera Hotel, Newark, N. J., opened Dec. 15 with a stag dinner to 180 people of the city. The hotel contains 250 rooms with bath and cost \$1,500,000. The main dining room seats 200 and the ball room will accommodate 175 couples. J. P. McDonald, formerly of the Lenox Hotel, Boston, is manager.

A testimonial dinner to Arthur L. Race, manager of the Copley-Plaza Hotel, Boston, was attended by 500 New England hotel men and their wives at Hotel Somerset, Boston, Dec. 18. The affair was in recognition of Mr. Race's work in promoting travel in New England. Mr. and Mrs. Race were presented with a chest of silver of 100 pieces and Mr. Race was given a diamond ring.

W. F. Miller, president of the Miller Hotel Company, Des Moines and Davenport, Iowa, is the victim of a confidence man who has represented himself to be W. F. Miller to hotel supply houses, and after placing a large order has asked to have his check cashed and been accommodated. Mr. Miller does not know who the fraud is, but would like to. He warns supply houses against him.

Where Service is Paramount DIXIE Soda Cups Are Used



McAlpin Shop—New York City

DIXIE Soda Service

The fastest of all cup services and the most sanitary.

The cup is as firm and thick edged as a glass—as white and clean looking as china—as tasteless as either, for it contains no paraffine.

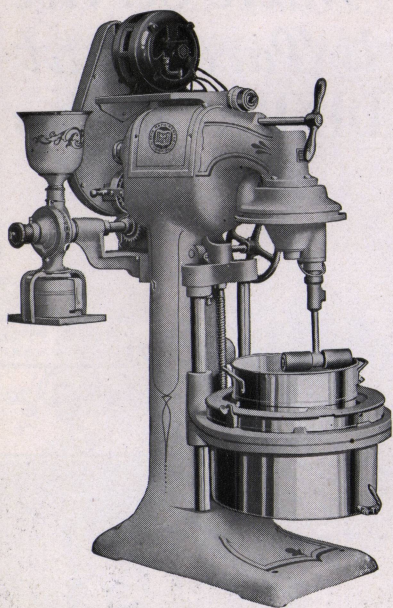


INDIVIDUAL DRINKING
CUP COMPANY, Inc.

Easton, Penna.

New York	Baltimore
Philadelphia	Los Angeles
Cleveland	Chicago

"Buy a Read"



Useful and Profitable

The unlimited range of work combined with the long, continuous service that it gives makes the READ a useful and profitable help for the kitchen.

There is practically no kitchen duty it will not perform.

"A Read saves money at every turn"

Write for Catalog

READ MACHINERY CO.

York, Pa.

Kitchen Machines
and
Bakery Equipments

Dehydration for Food Conservation

Dr. David Fairchild in Geographic Magazine:

Fifty years ago we refused to eat the tomato because we believed it was poisonous; then we became so fond of it that we demanded it both in and out of season. Then we learned to can this vegetable in great factories.

There are two pounds and one ounce of tomatoes in a can, or a trifle over 1.8 cents' worth, and in a case of twenty-four cans, which sells for \$4 (this was during the war), approximately 43 cents' worth of tomatoes as picked in the field. This not only means that we ship the tin cans in which the tomatoes are contained, but that we first ship the same number of tin cans from the factory where they are made to the canery where they are filled.

We have never learned and have never had to learn, until war's necessities forced the matter to our attention, that the tomato can be successfully sliced and dried; that it retains its characteristic flavor and aroma when so dried; that when soaked in water for four or six hours it comes back and makes a delicious sauce or soup, slightly sweeter than the canned tomato. For many ordinary uses of the household the dried tomato is as satisfactory as the canned product.

In the case of spinach the contrast is even greater, for one pound of dehydrated spinach replaces a 60-pound case of canned spinach. In the case of dehydrated cabbage, it was found by actual test in an army camp, that five pounds of dehydrated cabbage, when soaked and prepared for the table by cooking, provided a serving each for more than 400 men.

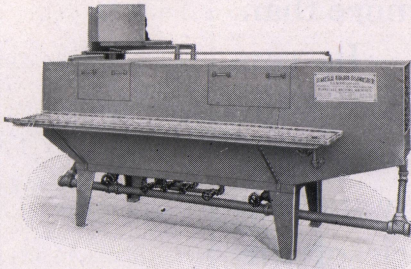
If it is true, as stated by a high official in the United States Food Administration, during the war, that "one-half of all the fruits and vegetables in the United States never reach the consumer," and that this terrible loss is due to careless and unscientific methods of handling, it would seem that dehydration would again be the answer.

If in every community where perishable foods are raised, a dehydration plant could be established, those portions of the crop that under ordinary conditions now go to waste could be dehydrated and thus quickly placed beyond the possibility of spoilage. This would increase the amount of available food and undoubtedly reduce prices.

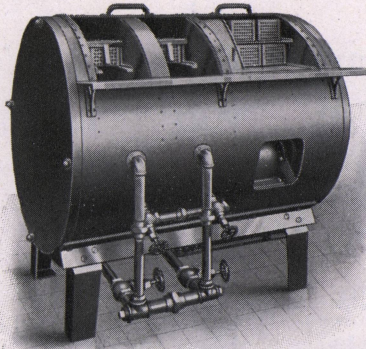
The Nicollet Hotel, Minneapolis, Minn., will be replaced with a new Nicollet Hotel to be started about March 1. The building will be ten stories, with 635 rooms, and it will be possible to add five more stories, making a total of 1025 rooms.

Max Landauer has sold Hotel Longacre, New York, to Robt. Hawthorne of Chicago. The hotel is 210 rooms, fireproof and located in the Times Square section. Mr. Landauer will travel in Europe for a while.

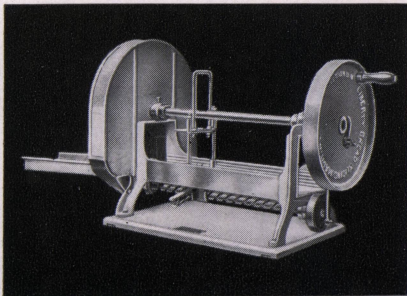
"Blakeslee Built"



Blakeslee No. 80B Niagara Dish Washer



Blakeslee Silver Washer and Dryer



Blakeslee Built Liberty Bread Slicer

Kitchen Labor Savers

Dish Washers
Glass Washers
Silver Washer and Dryer
Potato Mashers
Potato Masher-Creamers
Ice Cubers
Ice Shavers
Ice Crushers
Bread Slicers
Roll Warmers
Dish Carriages
Utility Trucks
Knife Polishers
Polishers and Buffers

Over thirty years' experience in the designing and building of Kitchen Labor Savers for hotels and restaurants has enabled us to produce equipment that is second to none for economy in operation and upkeep.

There is doubtless some part of your kitchen equipment that needs replacing right now. Check over the above list and write for further information on any of the equipment you are interested in.

G. S. Blakeslee & Co.

1900 South 52nd Avenue
 208 South Spring Street, Los Angeles

CICERO, ILLINOIS
 Canadian Factory, Sarnia, Ontario

QUALITY means more than mere materials. It can only be attained by those with whom it is a daily habit—and who build not merely to the letter, but to the spirit of the specification.

For nearly sixty years the policy of this Company has been—

“QUALITY FIRST”

Wrought Iron Range Company

Established 1864

Capital \$1,000,000

Main Office and Factory
SAINT LOUIS, MISSOURI

Everything for the Preparation and Serving of Food

6 Portland St., Boston, Mass.

1741 Market St., Denver, Colo.

New Windsor Hall in Montreal's Windsor Hotel

Dorsett Raymond, new proprietor of the Windsor Hotel, Montreal, who has spent half a million dollars on the property, is proud of Windsor Hall, the grand banquet room seating twelve hundred, that is said to be the finest room of its kind in Canada. It was formally opened November 10 with the Armistice Ball. The hotel has 125 new rooms with bath; 800 rooms in all. A description of the improvements will shortly be printed in THE HOTEL MONTHLY.

The Portland Fair date is postponed to 1927.

Camp Curry in the Yosemite is called the "motor mecca of America."

The Worth Hotel of Fort Worth, Texas, is to be converted into an office building.

The Mount Royal Hotel of Montreal was formally opened December 20. A description of this hotel will shortly be printed in THE HOTEL MONTHLY.

The first convention of the Chamber of Commerce of the United States will be held in New York May 7-10, 1923, headquarters at the Waldorf-Astoria.


Wade Park Manor, Cleveland's \$4,000,000 apartment hotel, was formally opened January 4. It will be described in THE HOTEL MONTHLY in the near future.

Washington has appropriated \$158,000 for improvements in Rainier National Park, the money to be spent for roads, maintenance and camps at Longmire Springs, Carbon River, White River and Paradise Valley.

John McF. Howrie of Hotel Touraine, Buffalo, is the author of a poem entitled "It's Just a Souvenir," written after losing, among other things, 25 per cent of our thermos bottles one year after they were installed into service.

The Billings Investment Co. owners and operators of the Northern Hotel, Billings, Mont., has carried group life insurance for employees for four years and will continue same because satisfactory. H. W. Rowley was re-elected president, and George F. Shea, treasurer and manager.

Zach T. White has purchased the interest of S. C. Humphreys in Hotel Paso del Norte, El Paso, Texas, for \$200,000 cash, and now owns the property outright. It is a ten-story fire-proof structure of 260 rooms, opened in 1912, and located in the heart of the city. He has installed J. Whitney Webb, former auditor, as acting manager, and C. B. Addison, former clerk, as assistant manager.



**ASK
THE CHEF
WHY
ATTRACTIVE MENUS
ARE NECESSARY**

THE SCHULTZ PRINTING WORKS

Manufacturers of

MENUS FOR ALL OCCASIONS

ESTABLISHED 1863

*Let Us Know
Your Requirements*

**234 EAST FOURTH ST.
CINCINNATI, OHIO.**

THE SCHULTZ PRINTING WORKS

\$285**Retail Price***(without tables)*

Exchange Your Broken Dishes for a Crescent Dish Washer

Your Broken Dishes will pay for your Crescent because the Crescent **does not** and **cannot** break dishes. And your bill for Broken Dishes without a Crescent is very large.

We have dozens of letters from Crescent users who say the saving in dishes alone makes the Crescent a profit-paying investment.

Why Not This Saving for You, Too?

Why not look into this matter of saving? Let us send you the complete story of how much the Crescent saves in dishes and labor—and why it is the choice of leading hotels and restaurants.

Learn **why** most leading hotels, restaurants, hospitals, clubs, etc., prefer Crescents to all other makes of Dish Washing Machines.

A Few of the Hundreds of Hotels and Restaurants Using Crescents

Waldorf-Astoria Hotel, New York; Biltmore Hotel, New York; Bunn Bros. Cafeteria, New York; Horn & Hardart, Chicago; Robert Treat Hotel, Newark, N. J.; Miami Hotel, Miami, Fla.; Hotel del Coronado, Coronado Beach, Cal.

Why This Crescent Leadership?

The Crescent leads because it is the most efficient, most easily operated, stands up the best—it cleans, sterilizes and dries the dishes at one operation.

It is the only machine with the Famous Revolving Wash—throwing streams of soapy water direct from an electrically driven pump.

Write for This Booklet

This interesting booklet will tell you about the Crescent Dish Washer and give you the proof that its purchase is a means of saving. Write for this booklet which lists many other users. Learn about the Crescent—the modern way of washing dishes.

Crescent Washing Machine Co.
88 Second Avenue New Rochelle, N. Y.

Crescent

DISH WASHER

Furniture Store Run Like a Hotel

The Grand Rapids *Furniture Record* recently carried a story headed "A furniture store run like a big hotel," the subject being Paine's store in Boston, which has reception hall, signal calls, a paging service similar to that of hotel, and a very efficient system of locating salesmen (similar to the manner in which maids are located for the housekeeper's department: light signals indicating where person under control is.) One paragraph reads: "The salesmen in this store are like the room clerks in a hotel, they do not have to run their own errands. They remain at their desks until summoned and seven girl pages carry their orders and memos from one department to another."

The Ambassador Hotel of Los Angeles has put in a coffee shop, featuring a 75-cent lunch and a dollar dinner.

A bus line, fare five cents, has been put on between the Grand Central and Pennsylvania Terminals, New York.

Mr. T. Murata, one of our many subscribers in Japan, accompanied his last remittance with a bird's-eye view of Itsukushimajinsha, Aki, picturing the charming resort.

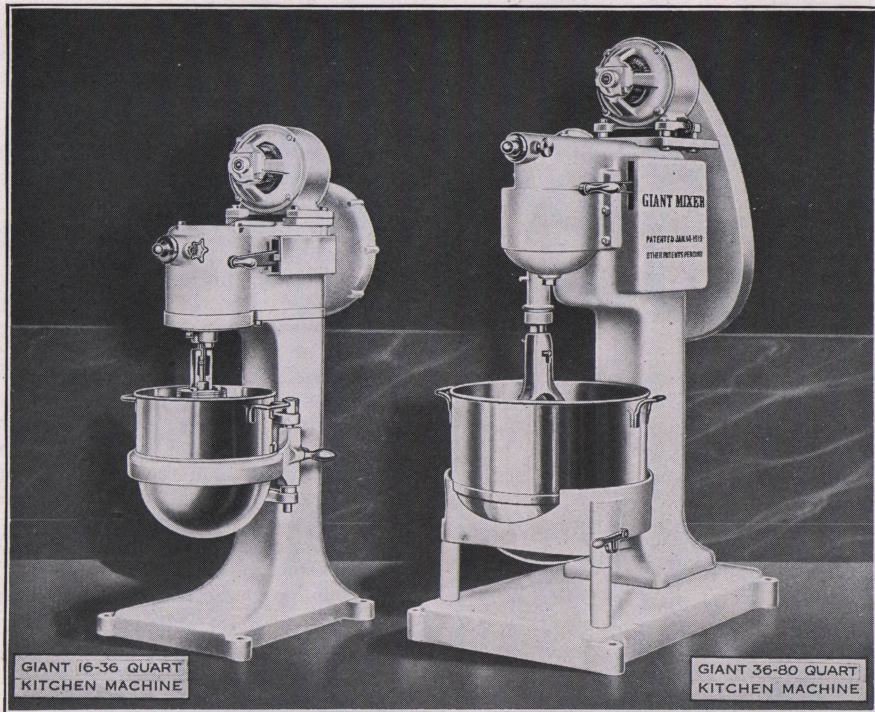
Neville P. Mowatt, manager of Prince Edward Hotel, Windsor, Canada, renewing subscription writes that THE HOTEL MONTHLY is read by "our entire staff."

Powers & Brevard have leased the Lindell Hotel of Lincoln, Neb. H. W. Powers of the firm is of the Kaskaskia, La Salle, Ill. The deal was made thru Irving A. Medlar and Henry J. Bohn, brokers.

"Game Laws for 1922," a summary of the provisions of federal, state and provincial statutes, is published by the U. S. Department of Agriculture, Farmers' Bulletin No. 1288, for free distribution.

The latest hotel house organ has the title "Inn Sides," and is captioned "An independent hotel publication, the smallest in the world, published nearly every week." It comes from Eureka Inn, Eureka, Calif., and is printed on a post card.

Mel S. Wright, manager of Hotel del Coronado, Coronado Beach, Calif., in a letter to THE HOTEL MONTHLY, writes: "I never could understand how any hotel man who had the business at heart could ever keep up with the times without reading my favorite trade paper, THE HOTEL MONTHLY."



Large or Small—There's a GIANT Suitable for Your Hotel

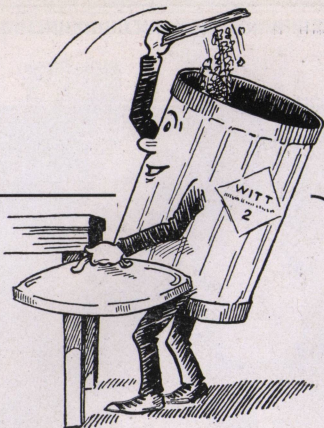
PUT ONE in your kitchen and watch your labor costs go down. The Giant Four Speed Mixers will sift flour, mix dough for bread, cake or pie, beat up batters, whip up egg-whites, meringues and icings, strain soup, mash potatoes, slice vegetables, crush fruit, crumb bread, grind meat, coffee and spices, make peanut butter and almond paste, grate cheese, sharpen cutlery, in other words, the Giants are

Master of All Kitchen Jobs

Construction is Perfect—bronze bearings, one lever speed control, gears cannot be stripped, no raising or lowering of bowls, self-locking, self-adjusting beaters, extra high fourth speed, economical in operation.

You are losing money if you haven't a Giant. Write us—We're glad to tell you more about the Giants

THE CENTURY MACHINE COMPANY
OAKLEY CINCINNATI, OHIO



The WITT Way

Handle the refuse in your hotel "The Witt Way"! Do not allow scraps to accumulate in open unsanitary vessels but keep them in durable and sanitary

WITT Corrugated Cans

Witt corrugated cans are modern and approved. Made of corrugated sheet steel re-enforced at the top and bottom iron bands, these yellow labeled cans stand up under extra hard usage.

A hot dip process that makes them water tight and a lid that fits snugly but lifts easily gives Witt cans real sanitation.

The Witt Way of handling refuse is the standard way.

The Witt Cornice Co. Cincinnati, Ohio

Also makers of the lighter weight Brighton line of cans and pails. Write for quotations.



The
Yellow
Label
Means
"Quality"

Value of Proposed Training School

Extracts from paper read by Edw. A. Boss before the Iowa Hotel Association:

"Some of you never more than looked at a kitchen before you went into business for yourselves. Some of you, perhaps, never roomed a guest before you owned a hotel. Perhaps some of you had experience in all different departments of hotel work except bookkeeping and financing, and you never figured that was worth learning until now, to your sorrow, you wish that you knew more about it.

"But because you have literally gone in and dug out of the business your knowledge and experience by watching and imitating your fellow employees do it the right way most of the time, you have advanced in learning and position step by step and have made good. Yet secretly in your hearts I feel sure that most of you have an unsatisfied longing, a wish that you might have acquired a better and a more profitable knowledge that a hotel training school would have given you. You feel that you could have learned your work more quickly and more completely and, as a consequence, have more power today if you could have had the same chance to learn the hotel business that the doctor had to learn medicine or the lawyer had to learn law.

"Again in your ramblings no doubt you have come across the old chef or the old steward or the old head-waiter that would try his best to make you believe that it would take you years and years before you could possibly learn his work and be half as good as he was. I recently promoted a young man twenty-five years of age to manage a 60-room hotel, and later I asked an old ex-steward, that had been clerking over there, how the young manager was getting along, and he replied, "Very good; in fact, I should say that when he has been over there ten or fifteen years more that he will make you an excellent man for the place." Haven't some of you worked for just such fellows as that?

"Years won't do it, but given a training school where one can have the proper coaching in doing things and doing them right, and you will be surprised at the rapidity that men with good common sense and average brains can be turned out of school equipped with a knowledge and training that will make these old-timers that believe in making the path of the young chef and the young steward as disagreeable and unattractive as possible know that a new epoch is in the making.

"It is stated that hotels require 80,000 trained new employees each year. Perhaps it is the American trait of being able to adjust themselves to cope with just such difficult situations as this that is bringing the training school to the front in a way that is going to make it a reality. You are going to look back some day and feel proud that you were one of the pioneers of this great movement.

7 Employees Transferred

to other work and china
breakage reduced as the re-
sult of an installation of the

SUBVEYOR



THE ROBERT TREAT
NEWARK, N. J.

DIRECTION UNITED HOTELS COMPANY
MANAGEMENT CHARLES A. CARRIGAN

EXECUTIVE OFFICES

July 26th, 1921.

Samuel Olson & Co.,
2418 Bloomingdale Ave.,
Chicago Illinois.

Gentlemen:

Acknowledging yours of the 20th I shall be pleased to bear the Subveyor proposition in mind in any of the projects in which I may be interested, and I would be pleased to have you refer inquiries to me at any time. Where the installation of the Subveyor is at all possible, there is no unit in up-to-date hotelkeeping that gives a satisfaction and saves expenses and labor, breakage and time as the Subveyor does for us. At the present time, the handlings of each dish from the time the patron has finished his meal until same is put in the hot or cold chamber for re-use, has been cut from 11 to 4 handlings, and seven employees have been transferred to other work as the result of its operation.

I would be pleased to have any of your prospective patrons look over our installation at any time.

Yours very truly,

Charles A. Carrigan
Manager.

Thinking in terms of dollars and cents, the installation referred to is saving the Robert Treat Hotel a significant amount each year. Enough is saved to pay for an installation in less than a year's time. What is Saved is Made.

The fact that the Subveyor is indispensable is conceded by users throughout the country. Why not place your dish handling on an efficient basis by installing the Subveyor and cut your operating costs. Write us immediately advising time convenient to confer with one of our representatives.

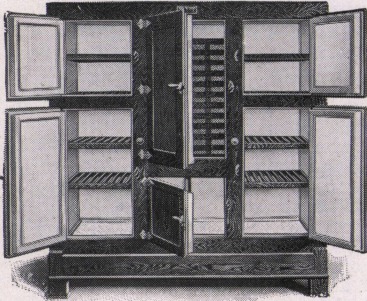
SAMUEL OLSON & COMPANY

2418-26 Bloomingdale Avenue, Chicago, Illinois
Fifth Avenue Building, New York City, N. Y.



America's Finest Refrigerators

For
Hotels, Clubs, Restaurants
and Other Purposes



The highest type refrigerator that money can buy. Extra heavy walls and thorough insulation insure maximum economy in ice consumption and efficiency in the preservation of perishable foods.

Every Ligonier Refrigerator is guaranteed. Sold for cash, or on easy monthly terms. Shipped anywhere subject to examination and approval.

CATALOG FREE UPON REQUEST

Ligonier
Refrigerator
Company

103 Cavin Street
LIGONIER, IND.

"The vocational training schools are being designed to fit the needs of those who want to specialize in one or more departments of hotel work. It means that the clerk is going to have the opportunity to learn something about the chef's and the steward's work without interfering with his salary or position, as there will be both day and night classes. It means also that the chef, the steward, and the waiter can learn something about the front of the house and its management, as well as the chance to specialize within his own department, as, for instance, the chef and steward could become experts on refrigeration and the like."

OPEN FOR DISCUSSION

Some remarks by Chas. G. Roth of St. Paul before the Northwestern Hotel Association:

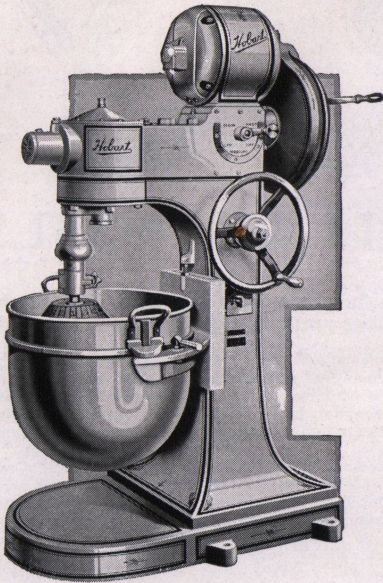
We should have had time yesterday afternoon to discuss the talks or papers delivered to us. It is a little late now and stale, but there was a great deal to be said and discussed, if only for ten or fifteen minutes, about those two papers. For instance, take Mr. Douglas' paper on "Light, Heat and Power." He tried to give it too fast. If you read the booklet it will help out. It was too brief. Everything is relative. Following the statements in his paper, you would make a mistake. It depends upon whether you are putting the power plant in Texas, with a warm climate, or in Minnesota where we have eight months' winter. It is a question of whether you have nothing but coal or oil, or hydro-electric power cheapened by the public utility companies in using water power, as in Minnesota and Wisconsin. So that you cannot follow a paper unless we get on the floor and discuss it. There was a great deal to be said about that paper, but we must pass it on.

Then came Mr. Kruse's paper. Mr. Kruse put out some propaganda. Are those of you who heard him agreed he was right? If I did not differ with him on some of these points, I probably should not take the liberty of reviewing it.

As I said a while ago, the hotel is anchored to the spot in the state where you put it. People do not read your advertising in the New York journals and magazines and make up their minds they will run out to Omaha for the pleasure of spending a couple of days at Hotel Fontenelle. If their business brings them here, they want to know something about the hotels of Omaha. Yet Mr. Kruse would have us organized into local associations if he could get the proper caliber of managers, and this would be a sort of board of managers of the hotels. It seems to me that would destroy the individuality of the hotels; and if there is anything we need to be proud of, it is the individuality of a hotel. Take this hotel (the Rome, Omaha). It is well and favorably known all over the United States. I had the pleasure of seeing a great deal of it yesterday, and it is clean as a pin. The individuality of Rome Miller is stamped all over this hotel.

If we keep on pushing ourselves into general associations, we will have to have a Hays or a Landis or somebody to tell us how to do it. Then we might have a school of managers. A young man might study to be an attorney or physician, and when he receives the degree of the college, he can hire a ten-dollar office and start to practice his profession. You cannot do that with a hotel. What will you do with

—It Does Many Things—Well—



Mixes, Mashes, Slices,
Beats, Chops, Crumbs,
Whips, Grinds, Strains
And does many other things

YOU WILL be surprised at the variety of work a Hobart Mixer will do and do better than can be done by any other means.

You can operate it constantly on highly skilled work—and get a whale of a lot done. It will get more from your material on many jobs, and in every case it will give a well mixed, uniform, and thoroughly satisfactory product. It will save money as well as time for you on nearly everything you prepare.

The
Hobart
ELECTRIC MIXER
With Attachments

is a beautiful piece of mechanism—splendidly designed and constructed machine. It has strength, durability, and stamina. It runs with little or no noise or vibration at a wide range of speeds, one of which is adapted to every job. The gear shift is operated easily and noiselessly.

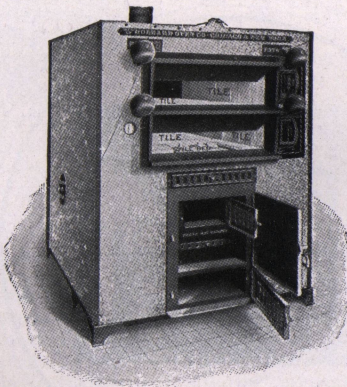
The Hobart is built to last a life time. It is beautifully finished and painted, and very easy to clean. It gives your whole kitchen a first class appearance.

"Its better to have bought a Hobart than to wish you had."

The Hobart Mfg. Co.
107 Penn Ave. Troy, Ohio

HUBBARD OVENS

*—Have stood the
test of time*



The best recommendation of any product is its ability to remain a leader in the field. For 30 years HUBBARD OVENS have served faithfully; never varying in the dependable construction and always maintaining a constant satisfactory service.

HUBBARD PORTABLE OVEN COMPANY

No. 260 West Broadway
NEW YORK CITY

Nos. 1134-44 Belden Ave.
CHICAGO, ILL.

McCray

REFRIGERATORS *for* ALL PURPOSES

Circulation of air in the refrigerator is just as vital to the preservation of food as ventilation of buildings is to health.

It is the *constant circulation of cold, dry air* through every compartment of the McCray which *keeps food longer*, preserving its original purity and wholesomeness and reducing spoilage to a minimum. The patented McCray system of construction insures this circulation thus providing the thorough refrigeration which modern sanitary standards demand.

This is one reason why hospitals, in particular, choose the McCray. For more than 30 years McCray refrigerators have been meeting every refrigeration need efficiently and economically. Today, in thousands of institutions the McCray is recognized as standard equipment.

There are sizes and styles for all purposes—for hospitals and institutions, residences, stores and markets, hotels and clubs. Our Service Department will gladly submit plans for specially built equipment, without obligation.

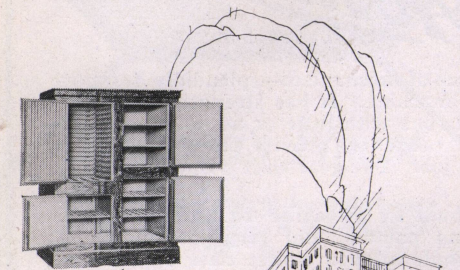
Send For This Free Book. In it your refrigeration needs are discussed; the complete McCray line illustrated and described. No obligation, merely send the coupon, now.

McCray Refrigerator Co.

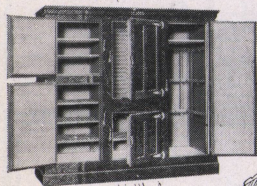
2281 Lake Street,

Kendallville, Ind.

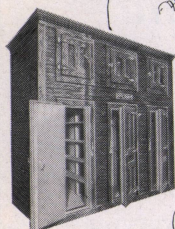
Salesrooms in all Principal Cities



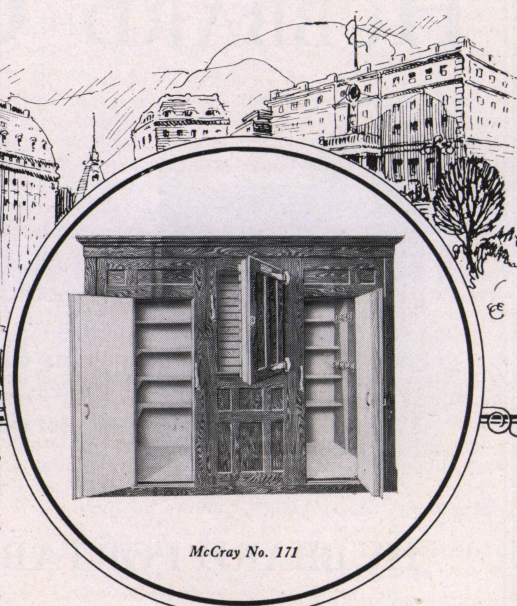
McCray No. 75



McCray No. 1135



McCray No. 3175



McCray No. 171

McCray Refrigerator Co., 2281 Lake Street, Kendallville, Ind. Gentlemen: Please send me the book on refrigeration and refrigerators checked below:

- () No. 53 for Hospitals, Hotels, Restaurants, Institutions.
 () No. 64 for Meat Markets. () No. 96 for Residences.
 () No. 73 for Grocers and Delicatessens.
 () No. 75 for Florists.

NAME.....

ADDRESS.....

the graduate managers? How will you furnish them with vehicles from \$100,000 up?

* * *

Mr. Kruse mentioned a good deal about building new hotels with reference to the community in which you are located. Sometimes I think the future of the hotel, from now on, is going to lie more and more in a municipal hotel—if not municipally owned, at least municipally controlled. A hotel does reflect upon its city. To an enormous extent, people judge the city by the hotels. We are discussed freely. You cannot go to a private dinner party without having people talk about your hotel. Sometimes they say nice things, but sometimes it sounds so much like flattery it hurts as much as criticism. You can go to a city on a million-dollar deal, but you may not know where you will sleep that night, and if you will get substantial food, comfort, and safety. So it behooves us all to try to keep our hotels a credit to our communities.

Just in that line of thought, it comes to me somebody walks into your city and wants to put up a large hotel. Is it necessary? Mr. Kruse asked that question. Can it survive? The time is coming when that is going to be examined into, because of the peculiarity of this business. You can put a shoe factory up and sell shoes in China, but a hotel must live on the community. Does the community need it? If not, suppose the venture proves a failure? It is a crash—a discredit—reported all over the United States and Canada in Dun and Bradstreet and in the daily papers. "The Big Hotel So-and-So Fails!" It means that city is unworthy of the effort or the hotel would not have failed. Therefore when a hotel is contemplated in any city, it is necessary to arouse interest enough to find out whether it is going to hurt, rather than to make for progress.

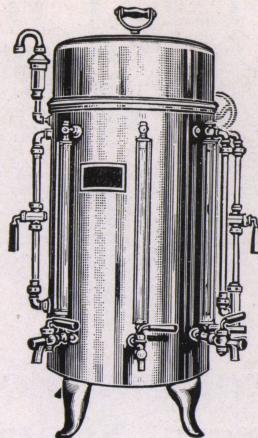
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Then another topic—and one that will please Rome Miller—is the subject of city noises. I hope before we adjourn to offer a resolution for your consideration, calling on all of the cities and towns in our Association territory to exert every means in their power to bring some silence out of this bedlam of noise between morning and midnight. We are entitled to sleep. Necessarily we are in the business district. The noises I am thinking of are unnecessary—such noises as garages open all night, putting on tires within hearing distance; the unnecessary opening of mufflers and the tooting of sirens. When our St. Paul fire department goes to a fire after night, you would think the devil was turned loose! They are not going to collide with much that would matter, yet they waken up everybody, and people are calling down, "Where's the conflagration?" Perhaps it is a place a chemical engine could put out.

Lately I received a letter from a man who passed thru St. Paul, saying, "I broke my long journey from Seattle to New York by getting off at St. Paul to get off the sleeper. I did not sleep. It was the noisiest place I was ever in!"

I think we should make an effort to stop it. Have we any power in our communities? A good deal more than we think we have. I hope when this resolution is presented to you, you will consider it favorably and that our journals will take up this propaganda.

"Healthful Living" is the title of a 70-page book that tells of the Battle Creek diet system as featured at the Sanitarium. (A menu of the Sanitarium was printed in THE HOTEL MONTHLY for October, page 38.)



Why not Serve Delicious Coffee with that Fragrant Aroma every day? Use the

"San Francisco" Urn

and get desired results.

Serves better coffee uniformly good and reduces coffee bills because the method is right.

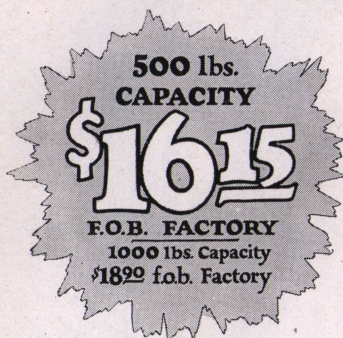
Brews coffee only while the water boils.

Repours Automatically

Saves time, labor, space. Made in all convenient sizes; gas, steam, or electrically heated.

Write today for information

Berle Manufacturing Co.
Davenport, Iowa



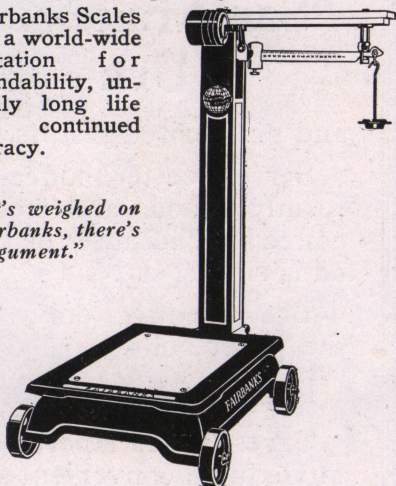
Protects You from Short Weight Losess

Thousands of hotels have stopped short weight losses by checking weight accurately on a Fairbanks Portable Platform Scale.

Don't risk measurement by count or size of container. Only **WEIGHT** determines actual quantity.

Fairbanks Scales have a world-wide reputation for dependability, unusually long life and continued accuracy.

"If it's weighed on a Fairbanks, there's no argument."



CHICAGO 900 S. Wabash Ave. NEW YORK Broome and Lafayette Sts.
—and Forty Other Principal Cities in the U. S.

FAIRBANKS SCALES

ABOUT HOTEL MEN

News gleaned from correspondence, special reports, clipping bureaus, and other sources.

Adams, Mrs. T. J., prop. the Clark, Ozark, Ark.
Aldrich, J. M., prop. the Commercial, New London, Wis.
Asay, F., prop. the Central, Boscobel, Wis.
Barnicle, B. M., prop. the Cleveland, San Francisco.
Barringer, W. R., prop. the Richmond, Augusta, S. C.
Basso, Joseph, prop. the Alamo, Denver.
Beard, C. A., prop. the Park, Windom, Minn.
Bender, H. A., bot the Adams, Ritzville, Wash.
Bergen, F. G., prop. the Superior, Concrete, Wash.
Blackford, E. & L., props. Elbersen, Bucyrus, Ohio.
Bowers, H. C., mgr. the Oxford, Seattle.
Brown, J. E., succeeds J. R. Dignan as mgr. the French Lick Springs Hotel, French Lick, Ind.
Brown, W. W., lsd. the Peck, Weatherford, Okla.
Brownlow, Mrs. J. C., prop. the Commodore, Seattle.
Bruner, H. H., bot Lee House, Erie, Pa.
Bullard, G., prop. the Saratoga, Pipestone, Minn.
Burt, Geo. L., prop. the Nortonia, Portland, Ore.
Calhoun Hotel Co., prop. Anniston, Anniston, Ala.
Campbell, Ida M., prop. the Northern, Republic, Wash.
Campbell, J. M., prop. Hotel Aroma, McRae, Ark.
Carlisle, J., prop. the Central, Poplar Bluff, Mo.
Clark & Reed, props. the American, Petersburg, Ill.
Central Investment & Realty Co., prop. the Vreeland, Michigan City, Ind.
Chapman, L. O., prop. the Taylor, Havana, Ill.
Clark, Mrs., prop. the Sylverson, Gaydon, Minn.
Conway, W. R., of the Barbara Worth Hotel, El Centro, Calif., is the idol of the "kids" of that town because of the Christmas feasts that he sees they get without stint.
Chesley, W., of the Alpine, Bethlehem, N. H., mgr. Hollister Inn, Lake Alfred, Fla.
Clovis, Mrs. J. J., prop. the Hoffman, Astoria, Ill.
Coffee, Mrs. J. F., prop. the Hudson, Milano, Tex.
Conley, E. W., bot the Palace, Crookston, Minn.
Coper, J. C., prop. the Locke, Pierre, S. D.
Coomes, R., prop. the Boone, Visalia, Calif.
Day, C. G., mgr. the Anglebilt, Orlando, Fla.
Denham, W. J., prop. Denham House, Goliad, Tex.
Dignan, Jno. R., of the French Lick Springs Hotel, Indiana, associated with D. J. Landers of Springfield, Mo., have taken a 20-year lease of the new Greystone Hotel at Bedford, Ind., to be opened in April. The hotel cost \$250,000 to build, \$65,000 to furnish.
Dudley, N. M., prop. the Connell, Picher, Okla.
Emisten & Neeley bot the Strater, Durango, Colo.
Eitenmiller, F. W., lsd. the Adami, Coulterville, Ill.
Elbert, M., prop. the Commercial, Washington, Mo.
Ellingson, O., prop. the St. Cloud, Decorah, Ia.
Evans, Mrs., prop. the Depot, Beloit, Kan.
Gitchell, C. A., prop. the Alabama, Anniston, Ala.
Goff, H., prop. the Garden Inn, Clinton, Mo.
Hardy, A. T., prop. the Williard, N. Y. C.
Hatton, A. B., promoted from headwaiter to maitre d'hotel the Statler, St. Louis.
Hayes, Jerry, succeeds L. J. McDermott as steward of the Statler, Cleveland.
Hendrix, Mrs., prop. the Waco, Eureka Springs, Ark.
Hockensmith & Heyl, props. Coronado, Wichita, Kan.
Kearney, J., bot the Pembroke, Pembroke, N. Y.
Kenner, Mrs. G., prop. the Jefferson, Herrin, Ill.
Knapp, W. H., prop. the Savoy, Long Beach, Calif.
Krass, N. W., prop. the Pacific, Effingham, Ill.

How many of your patrons are doing it?

The oftener Sunsweet Prunes show up on your menus the more patrons you will have "shaking hands with health every day." For Sunsweet—through its country-spanning advertising campaign—is teaching the diners-out of America [as well as the "eat-at-homes"] a big health-story.

It is only good business to tie up strong to this country-wide movement. Feature this fine fruit-food on your menus! Ask your chef to prepare Sunsweet Prunes in a new way for every day! And send for the Sunsweet Chef Packet—new-idea dishes created for us by some of the most famous culinary artists in America. Write for it today—free! California Prune & Apricot Growers Association, 157 Market St., San Jose, Cal.

SUNSWEEET
CALIFORNIA'S NATURE-FLAVORED

Prunes



Shake hands
with Health
every day



SAFE SANITARY ECONOMICAL

AMERICAN CARBONIC MACHINERY CO.

MAIN OFFICE AND FACTORY
WISCONSIN RAPIDS, WISCONSIN

NEW YORK
30 Church St.

CLEVELAND
6410 Euclid Ave.

CHICAGO
1631 Monadnock Bldg.

ST. PAUL
43 West 4th St.

Kuns&Gardner,props. the Alma, Alma, Mich.
Lambrecht,Mrs.,prop. Fountain Inn, Muro, Wis.
Manville, Miss,prop. Santa Fe Hotel, Olathe, Kans.
Matson,H.,bot the Windsor, Kearney, Neb.
Mattson&Roberts,bot. the National, Ogden, Utah.
Marshall,W.M.,prop. the Stilwell, Lewisburg, Tenn.
McCullough&Mills,prop. Lawrence, Lawrenceville, Ill.
McPherson,J.P.,prop. the Aetna, Homer, Ill.
Miller,A.,bot the Commercial, Wilmar, Minn.
Mullen&Kellenbach,props. Oneida, Indianapolis.
Murray,W.W.,prop. the Carlton, Beloit, Wis.
Newland,G.B.,mgr. the Munro, Cincinnati.
Newman,J.B.,prop. the St. Maxon, Tulare, Calif.
Niles,P.F.,prop. the Commercial, Shelton, Neb.
Norton&Landreth,bot Virginia, Columbus, O.
Oliver,J.W.,prop. the Axtell, Cherryvale, Kans.
Perry,Mrs.J.,prop. the Goddard, Hot Springs, Ark.
Pilley,A.L.,prop. the Arlington, Johnston City, Ill.
Ramey,B.B.,prop. the Semloh, Salt Lake City.
Ray,A.C.,asst.mgr. Mt. Royal, Montreal.
Reynolds,E.B., bot the Miramar, San Pedro, Cal.
Robinson,J.M.,business manager of Hotel Woodstock,
New York, is elected a director of Louis Sherry,
Inc., and will extend his activities to that company
as business manager.

Saunders,JohnF.,reopened the Neuces Hotel at Corpus Christi, Texas, after a thoro remodeling and renovating.

Schutt,H.,prop. the Stanwix, Chatham, N. Y.
Sharp,J.Sam,prop. the Waldron, Corinth, Miss.
Stanley,H.,prop. the Grand, Roundup, Mont.
Stannard,Mrs.G.,prop. the Grant, Long Beach, Calif.
Teague,H.N.of the Greylock, Williamstown, Mass.,
Isd. the Miramar, Miami, Fla.

Titze,Teo.,who has been with the Sherry Restaurant at 300 Park avenue since its opening, has been appointed restaurant and catering manager, in general charge of service.

Tuttle,DavidF.,has taken over Kenilworth Lodge at Sebring, Fla., which is near the highest point in the state. Mr. Tuttle writes: "The Lodge occupies the best site on beautiful Lake Jackson and has one of the finest 18-hole golf courses in Florida at its very door."

Wait,W.H.,prop. the Leon, Leon, Iowa.
Walker,K.R.,prop. the Southern, Gorin, Mo.
Walters,W.,prop. the Illinois, Streator, Ill.
Watson,T.A.,prop. the Viles, Bolivar, Mo.
Wilson,B.,prop. the Metz, Lafayette, Ind.
Wilson,CharlesR.,late of Sherry's, New York, is appointed managing director of the new Park Lane Apartment Hotel, to be opened next November.

NEW AND REMODELED HOTELS

News gleaned from correspondence, special reports, clipping bureaus, and other sources.

Ark.—Camden: Main Hotel Co., E. P. Graves, pres., to bld.; 75 rooms.
Ark.—Eldorado: J. H. Bliss & Co. to bld.
Calif.—Bellflower: F. E. Woodruff to bld.; 50 rooms.
Calif.—Dinuba: Dinuba Improvement & Investment Co. to bld.; \$125,000.
Calif.—Long Beach: Reported Park View Land Co. to bld. family hotel; \$1,000,000; Milton Realty Co. to bld. hotel and apartment house to cost \$2,000,000.
Calif.—Los Angeles: H. C. Fryman to enlarge the Hayward.
Calif.—Los Angeles: Seymour Hotel Co. to bld. at 5th and San Pedro sts.; \$500,000.
Calif.—Los Angeles: Fred W. Siegel to bld. at 813 S. Flower st.; \$750,000.

What fat for frying?

5 facts which may help you to decide

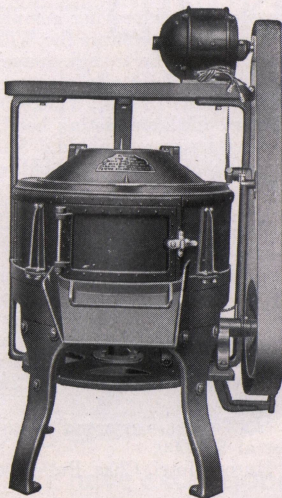
In selecting your frying fats remember that the right fat can make trade. Remember, too, these five facts:

1. Crisco puts such a quick seal on foods that they simply cannot absorb the fat. Crisp outside! Tender inside!
2. Crisco frying gives foods a beautiful brown. Appetizing! Zestful! No black specks.
3. Crisco lets the natural food flavors come out. Your patrons taste food flavors—not fat flavors.
4. Crisco does not smoke at frying heat. This means a smokeless kitchen.
5. Crisco, with a melting point even below body temperature, makes fried foods which digest easily.

*Stocks carried in all
principal cities.
Write for prices to*

CRISCO
*For Frying - For Shortening
For Cake Making*

THE PROCTER & GAMBLE CO., CINCINNATI, OHIO
1105 GWYNNE BUILDING



Power Vegetable Peeler

15 YEARS' ACTIVE USAGE AND THE
PRAISES OF 6000 CHEFS RECOMMEND

STERLING *Peelers*

The Sterling Peeler is designed to peel vegetables of all sizes with a minimum waste of time, effort and vegetable.

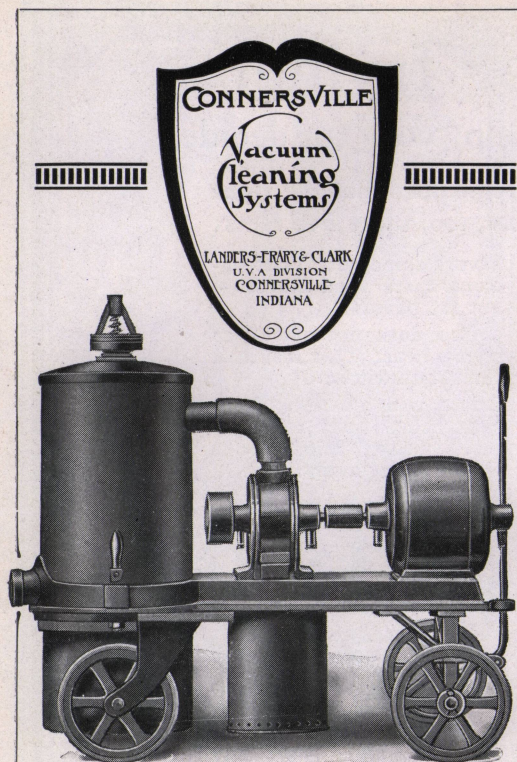
Its construction is ideal, the motor being placed above the machine so that it is easily accessible for oiling and cleaning, yet cannot get splashed by water.

Another exclusive Sterling feature enables you to renew the parts quickly, and at a remarkably low cost when replacements are necessary.

The Sterling line includes Vegetable Peelers, Bread and Meat Slicers, Vegetable Mashers, French Fry Cutters, Fruit and Lard Presses, Vegetable Cubers.

Write for illustrated catalogue of the entire line, and increase your kitchen efficiency.

JOSIAH ANSTICE & CO., INC.
SUCCESSORS TO N. R. STREETER & CO.
ROCHESTER, N. Y.



From Lobby to Roof Garden Spotlessly Clean

Bare floors, rugs and carpets—mattresses and pillows—hangings and upholstery are kept fresh and attractive with the Connersville Truck Vacuum Cleaner.

Guests come back to a CLEAN hotel. They remember its inviting freshness after a long day's travel.

The cost is surprisingly low.

Send the coupon for full details.

LANDERS, FRARY & CLARK
United Vacuum Appliance Div.
Connersville, Indiana

----- SEND THIS COUPON -----

Landers, Frary & Clark,
Connersville, Indiana, Dept. M.

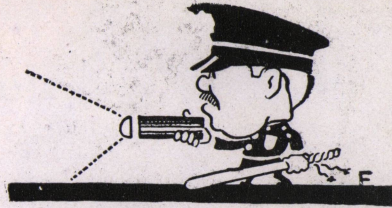
Please send full information with prices on Connersville Truck Cleaners.

Name.....
Address.....

- Calif.—Los Angeles: E. P. Clark of Clark Hotel to bld.; 250 rooms.
- Calif.—Marysville: Marysville Hotel Co. to bld. \$400,000 hotel for H. W. Nelson and L. M. Rossi.
- Calif.—Petaluma: Petaluma Hotel Co. to bld.; 100 rooms.
- Calif.—San Francisco: C. W. Higgins to bld. apartment hotel at Geary and Hyde sts.; \$175,000.
- Calif.—Susanville: A. G. Breitwieser promoting hotel.
- Calif.—Scotie: Pacific Lumber Co. to enlarge their hotel.
- Colo.—Fort Collins: Chas G. Mantz to bld.; \$110,000.
- Colo.—Grand Lake: Bruce Wiswell to bld.
- Colo.—Somerset: J. G. Stetley and Guy C. Sperry to bld.
- Ill.—Berwyn: Berwin Hotel Co., inc.; cap., \$100,000; to bld.
- Ill.—Chicago: Dr. S. L. Edison to bld. Hotel Commodore at Sheridan rd. and Cornelia ave.; \$1,250,000.
- Ill.—Chicago: Plymouth Hotel to have \$1,000,000 annex.
- Ill.—Chicago: Buena Park Hotel Corp. to bld. at Buena Park terrace and Hazel ave.; 100 rooms.
- Ill.—Danville: Plaza to be enlarged.
- Ill.—Elgin: Union National Bank to bld.; \$500,000.
- Ill.—Jacksonville: Henry Prioich, chairman of committee on promoting \$300,000 hotel.
- Ill.—Kankakee: Hockenbury system promoting 100-room hotel.
- Ill.—Mt. Vernon: Fred P. Watson and associates to bld.; \$125,000.
- Ill.—Oak Park: Dyer Apts. to be blt. by Dunstan Collins & Marcus Dyer at Oak Park ave. and Madison st.; \$800,000.
- Ind.—Auburn: Swineford Hotel being remodeled at cost of \$75,000.
- Ind.—Bedford: Greyston Hotel nearing completion.
- Ind.—Franklin: J. W. Judah to enlarge the Williard.
- Ind.—Kendallville: B. P. O. E. to bld. lodge and hotel; \$100,000.
- Ia.—Dubuque: Cooper Estate to bld.; \$130,000.
- Ky.—Paintsville: Rotary Club promoting hotel.
- Mich.—Bangor: J. S. Harrington to bld.; \$40,000.
- Mich.—Lansing: Lansing Hotel Corp. to bld. on E. Michigan ave.; 10 stories.
- Mich.—Monroe: C. B. Southworth spent \$35,000 enlarging and modernizing the Park Hotel. Mr. Southworth is known as an able hotelkeeper who has given to Monroe the right sort of accommodations. A local paper commenting on the improvements, says: "All in all the Park Hotel can be classified from the standpoint of construction, finishing and equipment for the comfort of its patrons, as one of the very best hotels of its size in the country."
- Mich.—St. Joseph: J. Tupper Townsend to enlarge Whitecomb at cost of \$50,000.
- Mich.—Ypsilanti: Huron Hotel, Chas. Pullen, mgr.; cost \$200,000.
- Miss.—Jackson: Edwards House to be replaced with \$1,000,000 structure; W. T. Nolan, New Orleans, archt.
- Mo.—Kenneth: Shelton Brothers promoting hotel to cost \$100,000.
- Mo.—Kirksville: Stephenson to have 40-room annex.
- Mo.—Springfield: Fraternity Bldg. being remodeled into hotel for A. E. Cooper and Geo. W. Mong of Des Moines.
- Mo.—St. Louis: The 12-story annex to Hotel Jeffer-

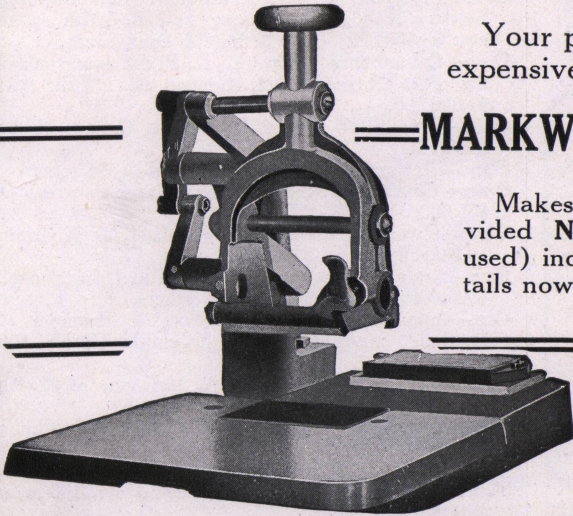
STOP

*the loss of your Fine
Linens and Towels!*



Your protection lies in the in-
expensive, yet highly efficient

MARKWELL HAND STAMP




Makes a neat, distinct, and (pro-
vided **National Marking Inks** are
used) indelible mark. Write for de-
tails now.

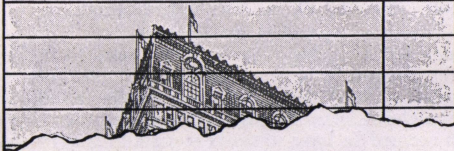
*The National Marking
Machine Co.*

General Offices

1070 Gilbert Ave., Cincinnati, Ohio

CHECKS

WAITER	Hotel La Salle Chicago's Finest Hotel.	CHECK NO.
ROOM NO.		NO. PERSONS
DATE	GENTLEMEN'S CAFE <i>Ernest Stevens</i> VICE PRESIDENT & MANAGER	TABLE NO.



We have exceptional facilities for manufacturing all forms of Restaurant and Dining Room Checks.

POOLE BROS.

Makers of Restaurant Checks, Coupon Books,
all kinds Illustrated Catalogs and Booklets,
General Advertising Printing

81-89 West Harrison St., Chicago

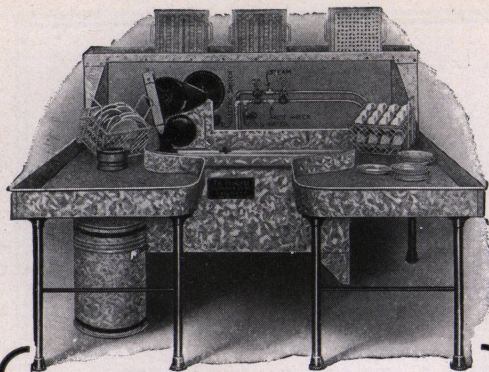
Karpen Furniture for Hotels

None Made Better



THIS TRADE MARK
on hotel furniture signifies
superiority of design,
workmanship and
materials

S. KARPEN & BROS.
CHICAGO NEW YORK



(Built to fit any available space)

REPUTATION For Economy

There's over 8,000 Fearless Dishwashing Machines in daily operation. WHY?

Because its work is the most thorough and rapid of any dishwasher made. Its first cost is the most reasonable. Its operating cost is least. It reduces chips, nicks and breakage of dishes to the minimum. Uses less power, less soap, less water, and above all, the least amount of labor.

That's why over 8,000 eating places have found that they can always depend upon the Unequalled Efficiency of the

FEARLESS DISH- WASHER SYSTEM

Note the most direct power connection of any dishwasher made, connected direct to cradle, making dishes themselves the only resistance to water, which eliminates all waste of power. Other dishwashers only use part of power, and waste a large part of power, because most of water does not strike dishes at all. This is the reason the Fearless washes the greatest amount of dishes with least amount of power of any dishwasher made.

And the simplicity of power attachments proves there is nothing to get out of order—which makes the Fearless last for years without repairs. Our catalog will certainly prove that this is the machine you want.

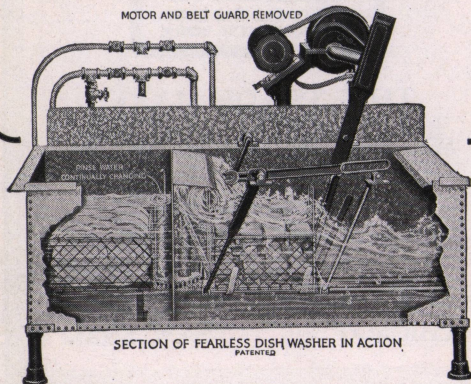
Write for it today.

Fearless Dishwasher Co., Inc.

"Pioneers in the Business"

175-79 B Colvin Street, Rochester, N. Y.
Branches at New York and San Francisco

MOTOR AND BELT GUARD REMOVED



SECTION OF FEARLESS DISH WASHER IN ACTION
PATENTED

son, to cost \$2,500,000, will be started next month. Lyman T. Hay, president, expects to open the annex the last of 1923. The fact that the old Planters Hotel was converted into an office building speeded the plans of the company to build the annex. T. B. Barnett & Co., are the architects.

Mont.—Butte: New Finlen Hotel Co. to bld.; 9 stories, fireproof.

Ohio—Chillicothe: The Fitz-Louis to cost \$400,000. Ohio—Cincinnati: Vernon Manor Co. to bld. at Oak and Bennett Ave.; \$1,500,000.

Ohio—Cleveland: Euclid-Fairmont Co. building Fenway Hall at Euclid ave. and E. 107th st. to cost \$2,500,000; Geo. B. Post & Sons, archt.

Ohio—Columbus: Archt. E. E. Pruitt made plans for Fort Hayes Hotel, Spring and Wall sts.; \$1,000,000.

Ohio—Zanesville: Zanesville Hotel Co. to bld.; \$400,000.

Okla.—Antlers: J. H. England to bld.; 30 rooms.

Okla.—Chickasha: Savoy to be enlarged at cost of \$75,000.

Okla.—Tulsa: Claude Tingley to bld. at N. Main and Archer ave.; \$200,000.

Ore.—Ashland: Ashland Tourist Hotel inc.; cap., \$300,000; Jesse Winburn and others.

Ore.—Astoria: Archts. Tourtellote & Hummel of Portland, made plans for Columbia Hotel; 150 rooms.

Ore.—Corvallis: Write Geo. A. McKenna of 82 4th ave. for particulars of new hotel.

Ore.—Eugene: Frank J. Berger & associates to bld.; \$300,000.

Ore.—Seaside: Mrs. H. P. Palmer to bld.; \$75,000.

Tenn.—Memphis: Capt. J. P. Lee to bld. 100-room annex to Majestic.

Tex.—Alpine: Holland to be remodeled.

Tex.—Austin: Driskill to be enlarged at cost of \$75,000.

Tex.—Cleburne: A. J. Wright and associates to bld.; \$100,000.

Tex.—Greenville: Commercial to be enlarged.

Tex.—San Antonio: New hotel being bld. for Percy Tyrrell to be 180 rooms and operated as a popular priced house.

Wash.—Bellingham: Exchange Investment Co. to bld.; 80 rooms.

Wash.—Kelso: Hotel being bld. for H. L. McKenney; C. F. Smith, archt.

Wis.—Appleton: Appleton Hotel being bld. for Mrs. A. Greenen and Theo. L. Held; \$60,000.

Wis.—Milwaukee: Hotel Astor being enlarged.

Wis.—Racine: Eversz & Co. promoting 250-room hotel. Plans by D. H. Burnham, Chicago.

A novelty in dining room service described in THE HOTEL MONTHLY of January, 1922: "We saw in Columbus (Ohio) a dining room service novelty in use at The Chittenden and New Southern Hotels which seemed to have unusual merit and was complimented by the caterers in both houses. It is called the Zoia Banquetier. It is in the form of an aluminum dish with rim folded back like a sailor's cap, the dishes made so that when filled they nest one on top of the other, and the foods taken in them between kitchen and dining room clean and hot. They are used for cold service also. The edge of the rim is covered with rubber to make handling noiseless and prevent leak of air. Mr. Strickland, assistant manager of The Chittenden, said that a waiter can carry twenty or more of these dishes nested in tiers of four to six on a single tray, and that in this way it speeds the service."

Long Distance Telephone Calls

Form 115

LONG DISTANCE TELEPHONE CALLS	
ROOM No. 322	DATE 6/24 1922
NAME B. C. Westerman	
CITY CALLED Springfield	STATE Mo.
NAME CALLED A. T. Smith	
TIME CONNECTED 10.30 a.m.	TIME DISCONNECTED 10.40 a.m.
CHARGES \$ 1.40	PAID \$
FORM 115 JOHN WILLY, CHICAGO	
OPERATOR L. Caray	

Paid Out Slips

Form 117

PAID OUT			
CHARGE TO ACCOUNT OF J. R. Lewkin		ROOM 210	
FORM 117 JOHN WILLY, CHICAGO			
DATE	ITEM	AMOUNT	TOTAL
6/24	Telegram		75
REMARKS L. C.			

Prices on the above slips are

Per Thousand, tabbed and postage prepaid.....\$1.50

Five Thousand\$6.50 Ten Thousand.....\$12.00

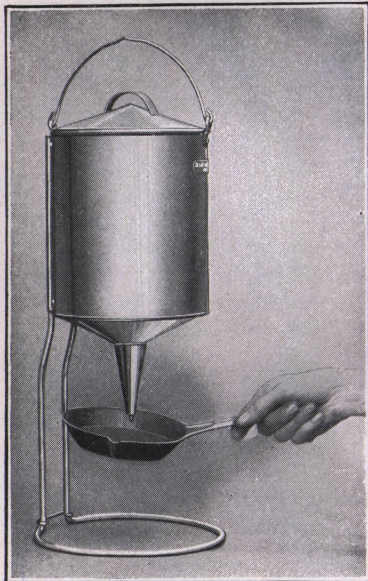
Size of slips 3% x 5%

For Sale by

JOHN WILLY

443 South Dearborn Street

CHICAGO



25% Saving Guaranteed On Your Lard Bill

With the installation of the Dibble Automatic Dispenser you eliminate the danger of burned hands; spilling of grease on the range—the cause of many a disastrous fire.

The Dibble helps your chef keep his kitchen clean, sanitary, immaculate. Burnt deposits on the range are abolished wherever the Dibble is used.

But the greatest advantage of all, is the very great saving this efficient Dispenser effects on your lard, oil and compound bills. We guarantee a saving of 25%.

A user of 100 pounds of Lard, Oil or Compound weekly clearly sees by the following table that this machine will pay for itself in four weeks.

100 pounds Lard weekly at 15c,	
\$15.00; 25% of \$15.00.....	\$3.75
Four weeks' use at a saving of	
\$3.75 weekly	\$15.00

The initial and only cost of a Dibble Automatic Dispenser. How many will you need?

E. W. DIBBLE, Manufacturer
8-10 Lafayette Street
Utica, New York

DIBBLE AUTOMATIC DISPENSER

Economically Dispenses Lard, Oil, Compound

A Hot Chocolate Urn

A new idea in a hot chocolate urn has been developed by the Lyons Sanitary Urn Co. The faucet of the urn contains a chamber which holds just enough chocolate for one cup. This chamber is filled when the faucet is closed from the chocolate section of the urn. When the handle is turned in the other direction the chocolate valve is closed and the milk valve is opened. The milk flows thru the chocolate chamber and makes a proper mixture in the cup. This mixing feature and the separate sections in the urn for milk and syrup prevents the settling of chocolate and giving an uneven mixture; also the clogging of the faucet.

* * *

The same company is marketing a steam pressure cooker for use in smaller eating places. It is a complete unit, generating its own steam from gas or other fuel. The steam chest is cylindrical, the door opening on the inside and operated by a foot lever. The door is held in place by the steam pressure and cannot possibly be opened while there is any pressure in the cooker. It is possible to produce steam at 250 degrees at a pressure of 15 pounds. The machines are available in sizes up to 28 inches in diameter and 30 inches in length.

BUSINESS NOTES

Angelica Jacket Co. headquarters in St. Louis has opened a branch house in New York to speed delivery and save on carrying charges. This firm leads the world in volume of business in the way of working garments for people who handle foods.

Jewett refrigerators are being built for the new Hotel Windermere in Chicago. The management of this hotel has taken unusual care in the selection of furnishings and fittings of every kind, and it will reflect the best that money can buy.

Forty years of experience in key and letter rack making by W. W. Wilcox Mfg. Co. has evolved the most practical device for this purpose.

Irwin Brothers' meat business is built on the right kind of service—the goods delivered on time and to specification.

The Dixie drinking cup assures clean, sanitary drinking water service. The penny vendors are popular.

The Fearless, one of the first of dishwashing machines to win recognition, holds it own against all comers.

Icy-Hot pots are used for the service of coffee in the super lunch room of Hotel Sinton, Cincinnati.

The Hubbard portable oven started its prize medal winning habit at the Chicago World's Fair.

Gorham silver has been a great influence in promoting the refinements of the table.

Thousands of Read mixers are saving in the pay-rolls of hotels and restaurants.

Ligonier Refrigerator Co. make interesting announcement in this issue.

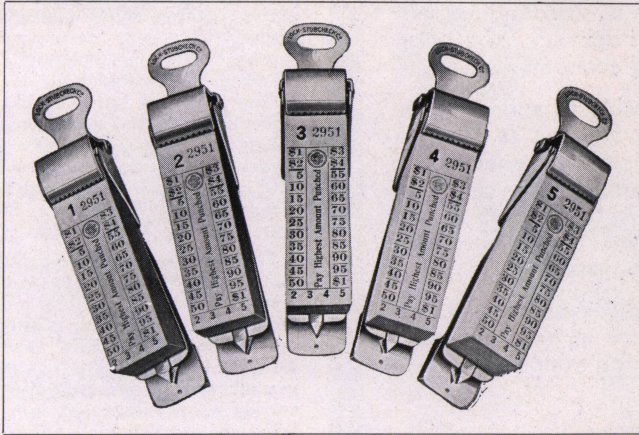
Hall's china tea pots are promoting the tea drinking habit.

The name Karpen typifies the luxurious in furniture.

The Standard pie marker assures the uniform cut. Wheel-tray carts are labor savers.

THE ROYAL COMBINATION HOLDER AND PUNCH

*Simple
in its
Simplicity*



*Write
for
Particulars*

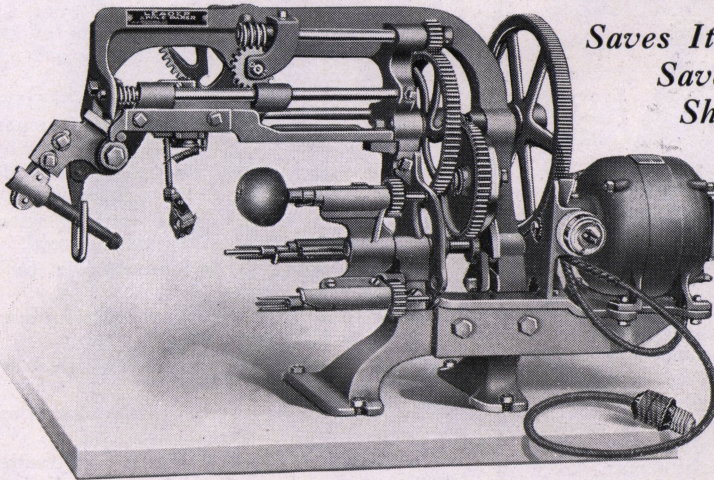
LOCK-STUB CHECK COMPANY

(Established 1892)

*Main Office and Factory—3 Bush Terminal
Brooklyn, N. Y.*

*Branch Office—22 Quincy Street
Chicago, Ill.*

The Leader Apple Parer



*Saves Its Cost in Labor
Saved in a Very
Short Time*

Pares and cores
28 apples per min-
ute. Sold fully
equipped for use
at any electric
light socket.
Write for price.

Your Dealer Can Supply You

GOODELL COMPANY, Antrim, N. H.

TO ANTICIPATE furniture equipments well in advance insures better adaptation of the furniture to surroundings, secures prompt delivery, and often effects lasting economies.

It is advisable to submit to us plans of the building as soon as drawn. This might enable our Hotel Department to develop with the architect better uses of spaces and to suggest more agreeable furniture arrangements.

Our Hotel Department stands ready to advise at any time with no obligation on your part.

BERKEY & GAY
FURNITURE COMPANY
GRAND RAPIDS MICHIGAN



PIES can be marked before or after baking with this marker; then every piece is alike and uniform in size. No left over small pieces that did not sell. The Standard Pie Marker Frame is adjustable to any size pie tin up to 12" in diameter. Aluminum detachable markers are made in eight sizes: 4, 5, 6, 7, 8, 9, 10, and 12 equal portions. Write today for prices and circulars, or ask your jobber.

Standard Pie Marker Co.

P. O. Box 1006

Milwaukee, Wis.

Reed and Barton silver and Onondaga china have been purchased for the new Buffalo-Statler. Details of this order, as printed in Statler Salesmanship, read: "The number of some of the important pieces of china required follows: Dinner plates, 4,500; fish and salad plates, 5,500; bread and butter plates, 5,500; coffee cups, 4,500; coffee saucers, 3,000; soup and cereal plates, 2,000; terrapin plates, 1,000; celery and olive dishes, 500; demi tasse cups, 1,500; demi tasse saucers, 1,500; meat platters, 600. And the number of some of the important pieces of silver required follows: Dinner knives, 5,500; dinner forks, 5,000; oyster forks, 2,000; tea spoons, 6,000; dessert spoons, 2,000; bullion spoons, 1,500; iced tea spoons, 1,500; cream pitchers, 500; sauce boats, 200; sugar bowls, 400; finger bowls, 300; meat platters, 500; ice cream stands, 200; parfait stands, 200; coffee pots and tea pots, 500; bread trays, 300."

The advertising campaign of the Sun-Maid Raisin Growers of California has had the effect of adding several delicacies to hotel menus in the way of breads and dishes with raisins forming the principal ingredients. The raisin has been a world luxury. Now, since the raisin is so extensively cultivated and so conveniently marketed, and its use become so universal, it has graduated into the staple food class, bringing a relishable and nourishing food to both classes and masses.

The Dilg *Advisor* takes rank among the oldest and most extensively read of the house organs. It is an exposition of the Dilg cutlery renovators, supplemented with chunks of philosophy. A copy of it can be had by addressing the Dilg Mfg. and Trading Co., 27 E. 125th street, New York.

Necessity is the mother of invention. Before the war there was no good substitute for linen. Now comes Rosemary Basco, a fabric that only an expert can tell from linen, and that is lower in price. It looks, washes and wears like linen.

Complement your dining tables with menu cards of original and pleasing design. The Schultz Printing Works specialize in these.

The Zahner Mfg. Co. have a catalog of kitchen and lunch room furnishment which they will send to hotels upon request.

A card from R. W. Eyster, postmarked Hawaii, tells of the first quarter of his journey around the world.

The Subveyor has saved many thousands of dollars in china, glass and silver replenishment bills.

Ideal toast is made without watching when the Strite automatic toaster, electric fuel, is used.

Troy laundry machinery is installed in the Westchester-Biltmore Country Club.

Quality is back of every cooking device made by the Wrought Iron Range Co.

That Wilcox "please turn out the lights" sign is a proved economy.

The McCray refrigerator output broke all records last year.

The Lock-Stub check is simple, inexpensive and effective.

Cannon towels are extensively used on ocean steamships.

Wyandotte will continue to clean clean thru 1923.

The Autosan dishwashing machine is in high favor.

A Roberts oven invariably gives satisfaction.

Stewart's coffee pleases.

Thesco Refrigerators

*Combine High Quality With
Low Temperature*

A few of the nationally known hotels which have found THESCO Refrigerators essential are:

The Hotel Gibson
Cincinnati, Ohio
The Gay Tague
Montgomery, Ala.
Chisca Hotel
Memphis, Tenn.
Gayoso Hotel
Memphis, Tenn.

Phoenix Hotel
Lexington, Ky.
Lafayette Hotel
Lexington, Ky.
The Farr Hotel
Huntington, W. Va.
Shawnee Hotel
Springfield, Ohio

Follow the example of many other THESCO users and end your Refrigerator worries.

Catalogue H-84 sent on request.

THE C. SCHMIDT CO.

Established 1870

Incorporated 1907

MAIN OFFICE AND SALESROOM
S. E. Cor. John and Livingston Sts.
CINCINNATI, OHIO



GORHAM HOTEL SILVER

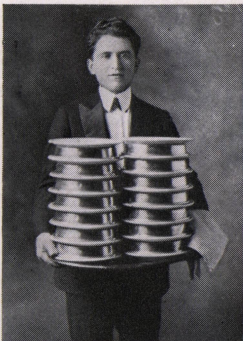
DESIGNED FOR USE, PRACTICABILITY
AND WEAR.



The
GORHAM COMPANY

10 S. WABASH AVE. 5TH AVE. & 36TH ST. 140 GEARY ST.
CHICAGO NEW YORK SAN FRANCISCO

1400 Served in 4 Minutes

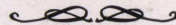


The story reads like a fairy tale
Let us tell you about it

ZOIA
BANQUETIER
COMPANY

2812-14 Cedar Ave., Cleveland, Ohio

MOST all of my system installations in the past have been made by correspondence, but I have recently made arrangements with my nephew, Mr. I. E. Clarenbach (who has been working with my systems about five years) to make personal installations under my supervision at a cost to clients of only 50% more than the correspondence work. How long I will be able to offer this at so low a price I do not know; so if interested kindly write me, and I will send you the necessary information.



ERNST CLARENBACH
MILWAUKEE



ECONOMY *The Watch Word of the Hour*

Save on your lighting expense by tacking up on the door of each one of your rooms one of these finely etched brass name plates. Cut shows actual size. They sell for 12 cents each, 100 lots, \$10.00.

FRED W. WILCOX

Hotel Supplies

OAK PARK, ILL.

STRITE AUTOMATIC TOASTER

The Rush Hour Time Saver

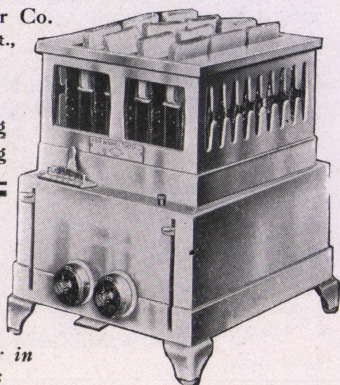
You simply place bread in slots and depress two levers. That's all. When the toast is done to an appetizing brown on both sides it pops up and shuts off the current. A timing device insures perfect results with any bread.

No watchful waiting! The Strite saves bread, time and toastmaker's wages. And the perfectly uniform toast pleases your customers. Full information sent on request.

Waters-Genter Co.

36 N. Second St.,
Minneapolis,
Minn.

No Watching
No Burning



*A Winner in
Cafeterias*

Claus A. Spreckles, president of the Federal Sugar Refining Co., having completed a survey of the sugar situation has concluded that sugar prices must come down. Nine hundred thousand tons more of refined sugar was put on the market in the first nine months of 1922 than in the same period in 1921. An increased production in France and Germany will lessen the requirements of Europe for Cuban and United States sugar. Thus it is supposed that the large supply and the diminished demand will cause keener competition in the world's markets and result in lower prices.

The Wayne Tank & Pump Co. of Fort Wayne, marketer of the Wayne rapid-rate water softening system, has just completed a new headquarters building at a cost of \$250,000. They have developed the Barrowman patents which the company acquired about a year ago. Water softening systems are now made for both industrial and domestic installation and to care for the increased production on this equipment made necessary by a growing demand, a new building devoted to treating the mineral used in the softener has just been completed.

John Sexton & Co., wholesale grocers of Chicago, celebrated the fortieth anniversary of the establishment of the firm. It was the first house to specialize marketing to wholesale consumers, as hotels, restaurants, clubs and institutions, and this business predominates with the firm today.

"Sunsweet" prunes have graduated this nutritious fruit from humble fare to a permanent place on the menus of the finest catering establishments. A brand name that assured quality, and advertising that enlightened, created the wider market.

Hotelkeepers visiting New York, Chicago or San Francisco are invited to the display rooms of the International Silver Co., where the beautiful creations of this firm may be seen.

The Andrews cushion glides for chair legs brings repeat orders. They cure the noise racket of moving chairs or tables over hard surfaced floors.

The San Francisco urn is used in the big restaurant on the 13th floor of Chicago's new Federal Reserve Bank building.

Write the Goodell Co. of Antrim, N. H., for their catalog of kitchen and store room labor saving devices.

There are Burton ranges in service today, and workable, that were installed half a century ago.

Jarvis & Jarvis have made a number of important improvements in their maid service wagons.

"Dry-Kold" refrigerators were made for the new Hotel Rowe in Grand Rapids.

Newman's watchman's clocks guard the great Mt. Sinai Hospital in New York.

Protect your linen by having it marked with a National marking machine.

Thesco refrigerators are found in leading hotels thruout the Middle West.

The knife polisher known as the "Cup N" is recommended by its users.

The John Van Range Co. have added hotel silverware to their line.

A big lard saving where the Dibble dispenser is used.

Hobart kitchen aids are rightly named.

Get acquainted with Wallace silver.

Fairbanks scales are dependable.

Crisco for shortening.

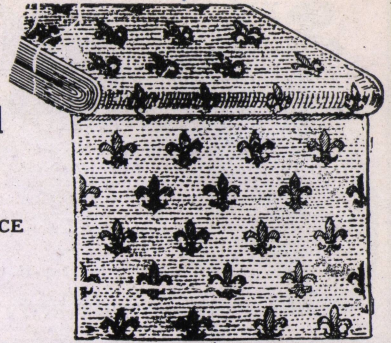
HOTEL DRY GOODS

Heavy Huck
Scarving**27 $\frac{1}{2}$ c** a Yard*Beautiful Fleur de Lis Pattern*

This is but one of many special values in our complete Hotel PRICE LIST. Please write for it or send for samples.

R. W. EYSTER LINEN COMPANY*"Hotel Dry Goods Our Specialty"*

618 South Wabash Ave., Chicago, Ill.



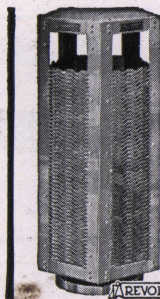
JOHN WIDDICOMB CO.

MAKERS of
BEDROOM FURNITURE

GRAND RAPIDS



MICHIGAN



REVOLVING RACK

DUMONT VISIBLE INDEX

Ball-Bearing Revolving
RACKS

For Information, Accounting and Mail Forwarding. Can be arranged in Directory order. Indispensable to any office. Prices reasonable. Patented December 26, 1916.

Send for Descriptive Booklet

J. R. DUMONT, Hotel Muchlebach, Kansas City, Mo



WALL RACK

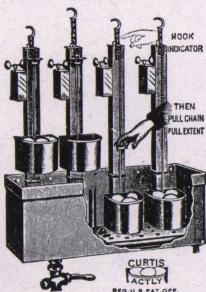
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950—Coffee Pot. 1-portion or 2-portion sizes. Nickel-plated, serviceable. For first-class service of hot beverages.



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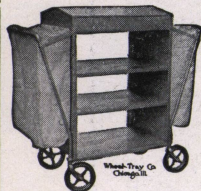
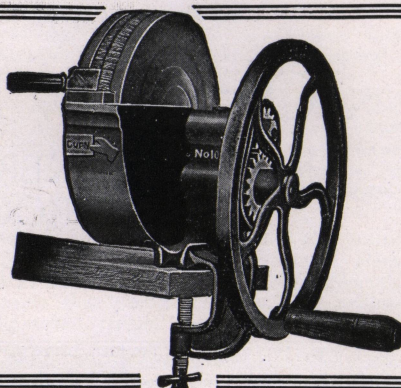
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Write for literature about this "J & J" Maid Service Wagon—how it facilitates cleaning of rooms, reduces labor, etc.

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A recent test of the time required to mop floors was conducted by the American Scrubbing Equipment Co. On one floor of a Chicago building two men scrubbed a floor with electric machines and completed the job ten minutes sooner than did seven women covering the same area on the floor above.

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It is just as easy to have soft water in every room as it is to have hard water. And soft water will actually cost you much less over a period of one or two years.

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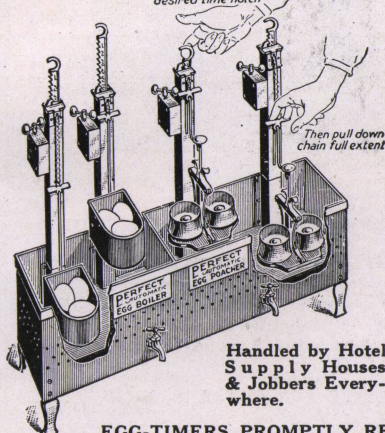
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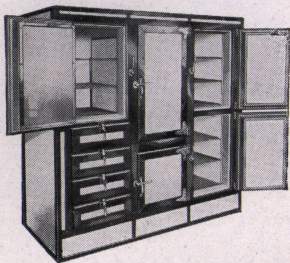
Handled by Hotel
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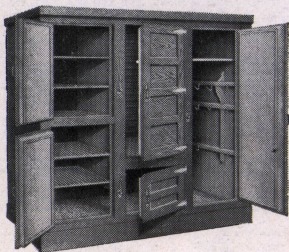
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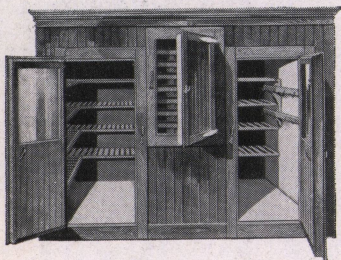
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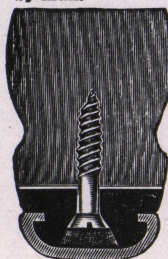
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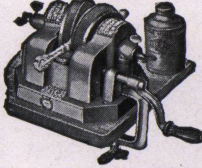
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"MIDGET"
Defiance Cutlery Polisher

— AS COMPARED WITH —

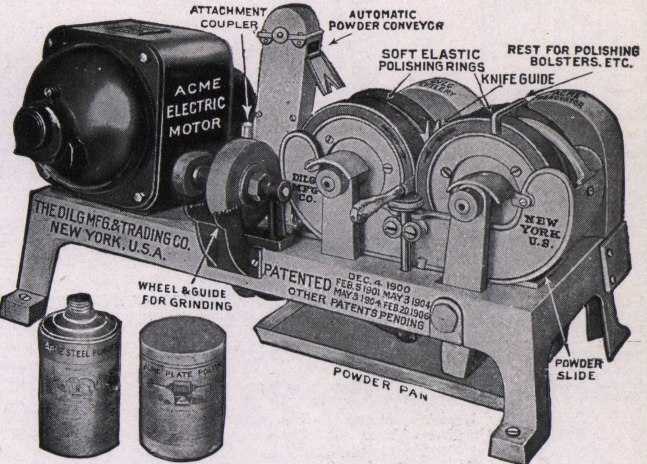
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This is our smallest size knife polisher, an efficient and excellent little machine for Families, Boarding Houses, Dining Cars, Yachts, etc., where only a limited number of knives are to be cleaned; but for more extensive requirements, larger machines should be used, embracing ten different constructions, of which the two below are intermediate sizes, leading up to this

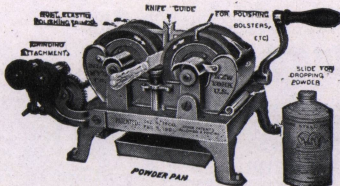


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built for heavy continuous duty in very large establishments. All essential features and latest improvements which contribute to the acknowledged and undisputed superiority of our constructions are embodied in this machine.

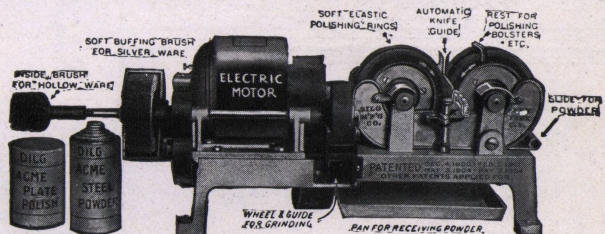


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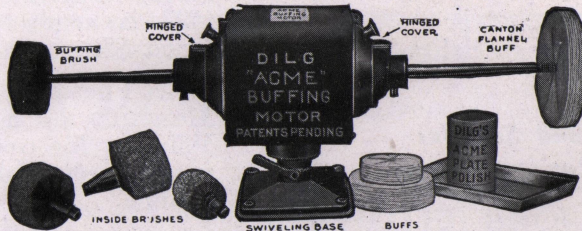
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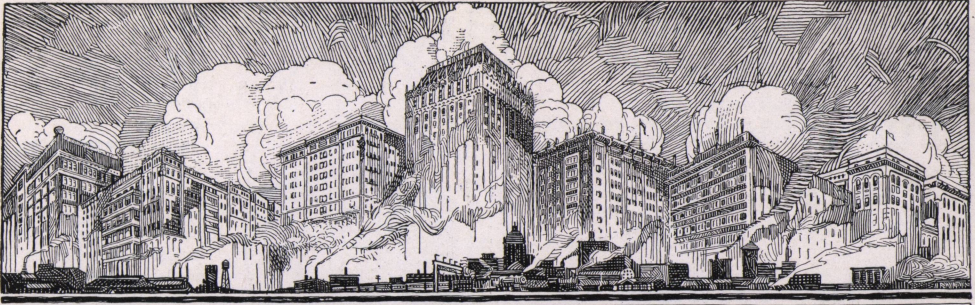
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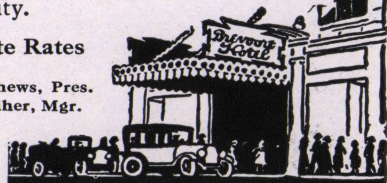
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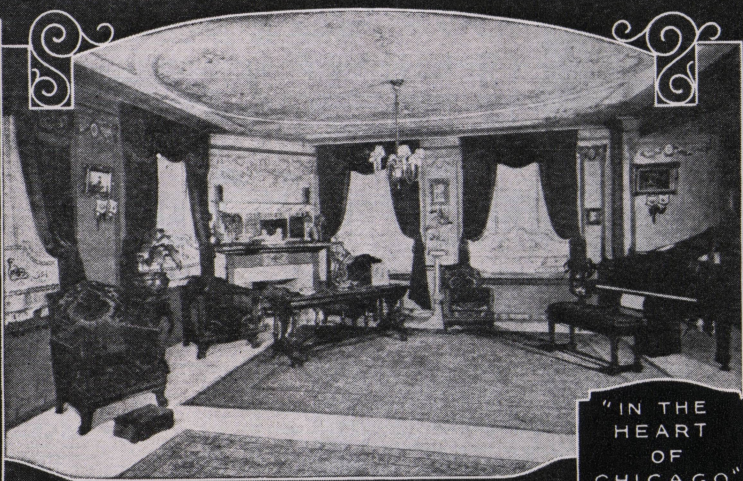
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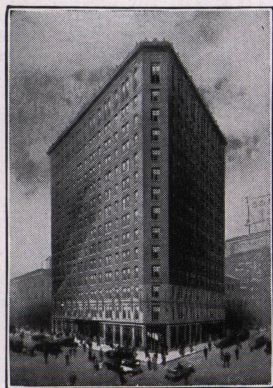
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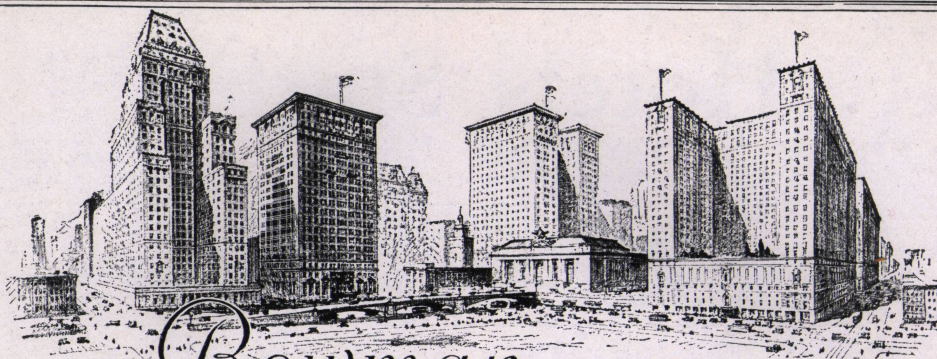
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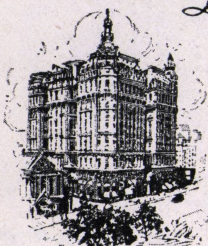
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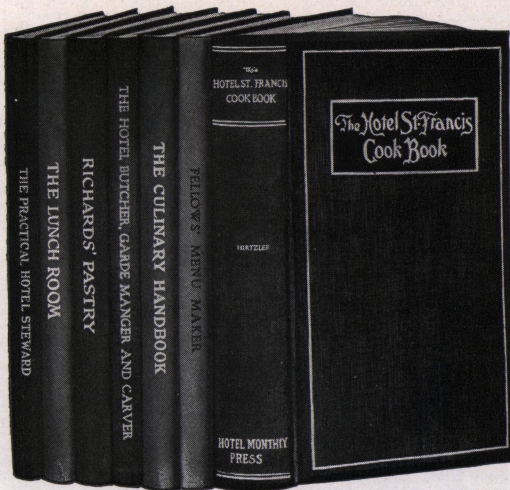
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The Hotel St. Francis Cook Book, by Victor Hirtzler, chef of Hotel St. Francis, San Francisco. Adapted for hotels, restaurants, clubs, coffee rooms, families and every place where high-class, wholesome cuisine is desired. This is the most important culinary book that has come from any press in the last twenty-five years. Mr. Hirtzler is known throughout Europe and America as one of the ablest chefs of the day. He has made the cuisine of the Hotel St. Francis world-famous. A feature of the Hotel St. Francis Cook Book that will be appreciated by thousands of hotel people, caterers, families and all interested in home economics, is the selection and preparation of foods in season; the presentation of breakfast, luncheon and dinner menus for every day in the year—the selections appropriate, and all dishes actually prepared and served in the Hotel St. Francis. This feature of the book gives a suggestive quality, a reminder attribute, and a knowledge of food economies and food attributes that is hereby brought to the aid of the proficient and the learner, also enables even the inexperienced to produce the well-balanced menu. The Hotel St. Francis Cook Book is indexed and cross indexed so that every recipe can be referred to on the instant. Price.....\$5

A Selection of Dishes and The Chef's Reminder (Chas. Fellows). The book that has met with the largest sale and is in most demand from managers, stewards and cooks. Is in vest pocket form, 220 pages. The most complete and serviceable pocket reference book to culinary matters that has ever been published. It is not a cook book, in the general sense of the word, but is full of ideas and suggestions regarding bill-of-fare dishes. Chapters are devoted to entrees of all kinds, salads, soups, consommés, fish and their sauces, sauces in general, garnishes, fancy potatoes, miscellaneous recipes, hints to cooks and stewards, suggestions for breakfast, lunch and supper dishes, chafing dish cookery, menus, and a pronouncing glossary of culinary terms. Hundreds of the dishes listed are given with their bill-of-fare names only, as the cooks understand the basic work in preparing dishes, and the sauces and garnishes are treated separately, with information as to their component parts. Thousands of men who possess a copy of this book say it is their greatest help. Printed on bond paper, bound in flexible cover.....\$1.25

The Culinary Handbook (Chas. Fellows). Presents in concise form information regarding the preparation and service of nearly 4,000 different bill-of-fare dishes; also gives much information of encyclopedic nature regarding foods of all kinds. Quick reference to every dish described is facilitated with an index of 39 columns arranged in alphabetical order, and cross indexed, so that no matter what one is looking for, all he has to do is to find the initial letter and under it, in alphabetical order, for second, third and fourth letters, etc., the article wanted, with page on which it is found. Referring, for instance, to a sauce of any particular kind. Find the word in the index, and under it will be found in alphabetical order 149 different sauces; and under Salads, 71 different kinds, exclusive of the variations in making. Under head of Sausage there are 45 different kinds described, with directions for making as well as cooking and serving. In fact, the sausage information in this book is more complete than in any other published. 190 pages; 7x10 inches.....\$2.50

Fellows' Menu Maker is the last of the successful ready reference books compiled by Chas. Fellows, author of "A Selection of Dishes and The Chef's Reminder" and "The Culinary Handbook." In this book Mr. Fellows has compiled in concise form thousands of suggestions for daily changes on the bills-of-fare, both American and European plan, for breakfast, luncheon and dinner cards, and so arranged as to give popular changes from day to day to give acceptable variety. These changes include soups, fish, boidles, entrees, roasts,

and specials. In their presentation he starts with typical bills-of-fare, and the changes are such as might be made in these bills from day to day. Also he has presented a chapter entitled "Suggestions for Specials for the Day," in which the dishes are priced and underlined with brief information regarding their composition. Also, he submits several sample menus for business lunches, banquets, and small party dinners, and one very serviceable feature of the book is a list of the most popular dishes, as soups, fish, boidles, meats, roasts and entrees. The book is supplemented with 110 pages of sample menus and bills-of-fare, several of them photographic reproductions, and representing the cards of hotels and restaurants of both first and second class, lunch rooms, transportation catering menus, club menus, wine list, caterer's list, and several illustrations of glass, china and silverware and banquet scenes. The book is indexed; printed on fine quality paper; page 7x10 inches, cloth bound.....\$2.50

The Lunch Room (Paul Richards), is the newest of the culinary books and bids fair to become one of the most popular ever produced. In writing this book Mr. Richards covered all branches of the business. In its pages can be found lunch room plans; illustrations of equipment; chapters on management, salesmanship and bookkeeping; suggestions for bills-of-fare; reproduction of articles from technical journals relating to lunch room, and about 2,000 recipes for lunch room dishes. It is a complete guide to making and marketing lunch room foods and beverages. The book is of particular value, not alone to those who operate lunch rooms, but to hotelkeepers who may consider the advisability of putting in a lunch room in connection with their business; a departure that has become very general since so many country hotels are changing to modified American or to European plan, the lunch room being the stepping stone to the change. Printed on fine quality of paper strongly bound.....\$2.50

Paul Richards' Pastry Book is the title in brief of "Paul Richards' Book of Breads, Cakes, Pastries, Ices and Sweetmeats, Especially Adapted for Hotel and Catering Purposes." The author is known as one of the most skillful all around bakers, pastry cooks and confectioners in America, and has demonstrated the quality of his work in leading hotels. In writing this book he took particular pains to have the recipes reliable and worded in such simple fashion that all who read them may readily understand and work from them. The book is in seven parts. Part I is devoted to fruit jellies and preserves; jams, jellies, compotes and syrups; preserved crushed fruits for sherbets and ices; preserving pie fruits; sugar boiling degrees; colors. Part II, pastry and pie making, pastes and fillings; pastry creams, patty cases, tarts and tartlets; icings. Part III, cake baking; Part IV, puddings and sauces; Part V, ices, creams, ices, punches, etc. Part VI, breads, rolls, buns, etc. Part VII, candy making. The miscellaneous recipes; bread economies in hotel; caterers' price list. The recipes are readily found with the aid of 36 columns of index and cross index in the back of the book, this index forming in itself a complete directory, so to speak, of breads, pastry, ices and sugar foods. Printed on strong white paper; page 7x10 inches, 168 pages, bound in cloth.....\$2.50

Pastry for the Restaurant, by Paul Richards, a vest pocket book of 158 pages, is, as its title indicates, especially produced for the use of bakers employed in restaurants and European plan hotels. The style of work required for the American plan hotel with table d'hôte meal, and that for the European plan hotel restaurant, where each article is sold for a separate price, has brought about a demand for a book with receipts and methods especially adapted for the preparation of bakery and pastry goods for individual sale. The first chapter is devoted to French pastries, which are now so generally sold, yet so little understood, because of the misnomer title; then follows cakes and tarts of every kind; pies in great variety; puddings, hot and cold; ices and many others. Each recipe gives the ingredients, quantities, and methods of mixing and preparing, and instructions for oven or temperature control. Mr. Richards' other books have become standard the world over, and this one will be equally reliable. The index to this book makes a very complete reference to popular pastry goods and will be found valuable as a reminder. The book is printed on bond paper. Price.....\$1.25

Candy for Dessert, by Paul Richards. Since prohibition went into effect there has been noticeable increase in the consumption of candy, and hotels and restaurants have found it profitable to list candy on their bills of fare. This book tells how to make the kinds of candy best adapted for this purpose, so that it can be fresh, home-made candy. Price.....\$1.25

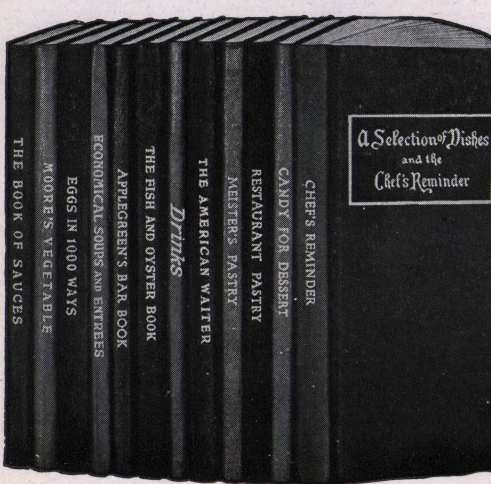
The Vest Pocket Pastry Book (John E. Meister). This little book contains 500 recipes, includes 57 for hot puddings (pudding sauces, etc.; 77 for cold puddings, side dishes, jellies, etc.; 90 for ice creams, water ices, punches, etc.; 63 for pastes, patties, pies, tarts, etc.; 77 for cake; 17 for icings; colorings, sugar, etc.; 60 for bread, rolls, yeast raised cakes, griddle cakes, etc., as well as 55 miscellaneous recipes. Mr. Meister wrote this book at the request of the editor of The Hotel Monthly, who had heard his work highly complimented by his employers, who said they believed him to have no superior as a first-class workman. The recipes, while given in few words, yet are easily understandable, and have helped thousands of bakers to improve their work. Book is indexed; printed on bond paper.....\$1.25

The Vest Pocket Vegetable Book, (Chas. G. Moore) has done more to popularize the cooking and serving of vegetables in hotels and restaurants than any other book ever published. It was written with this idea. The author took particular pains to make this little volume a classic and his masterpiece, and he succeeded remarkably well. Into 120 pages he has condensed more information regarding the history, cultivation, nutritive qualities, and approved forms of cooking and serving vegetables than can be found in any other book, no matter how large; and it has been demonstrated to be a book without mistakes. Recipes for soups, sauces, garnishings and salads supplement the particular recipes. There are 78 ways of preparing potatoes, 19 of mushrooms, 19 of onions, 15 of cabbage, etc., 27 of beans, 15 of rice, 25 of tomatoes, and others in number in proportion to their importance. The vegetables are given with their English names and the French and German translations. The book is indexed, printed on bond paper.....\$1.25

The Book of Sauces, by C. Hermann Senn, is the newest of The Hotel Monthly Handbooks series. Mr. Senn is the author of the famous Twentieth Century Cookery Book, The Menu Book, Practical Gastronomy, and ten other culinary books that have become standard in Europe, and that have extensive sale in Amer-

ica. His Book of Sauces is the most complete work of the kind that has ever been produced. It treats the subject thoroughly from every angle and covers all kinds of sauces for meat, poultry, fish, and salad dishes; also sweet sauces. This book is adapted not alone for the hotel and catering trades, but also for family use the world over. Epicures will find it invaluable for the suggestions and practical instructions, together with the culinary lore therein contained. Book is vest pocket size, printed on bond paper.\$1.25

The Fish and Oyster Book, by Leon Kientz, for many years chef of Rector's (the noted sea foods restaurant in Chicago), is a handy vest pocket volume, the leaf measuring 3x6½ inches. In this book Mr. Kientz tells in concise manner how to cook practically every kind of fish that is brought to the American market; and not only explains the method of cooking, but also the making of the sauces and the manner of service. Every recipe is given with its bill-o-fare name in English and its translation into the French. The recipes include also such dishes as frogs' legs, all kinds of shell fish, snails, terrapin, and the fish force-meats. Also there is an appendix with specimen fish and oyster house luncheon and dinner menus, with and without wines. The book is indexed, printed on bond paper, bound in flexible cover.\$1.25



Vachon's Economical Soups and Entrees, (Joseph Vachon) was written in response to a demand for a book that would tell how to prepare savory dishes from inexpensive materials at small cost; and, in particular, how to use up leftovers; by which is meant good cooked foods not served at a previous meal, and which have not in any way lost their marketable value in the sense of deterioration of quality, but which can be served in hotel or restaurant in the same appetizing manner that leftovers are served in well-to-do families. Mr. Vachon was selected to write this book because of his reputation as an economical chef. In it he has given recipes in particular for meat entrees of the savory order, stews, pies and croquettes, hash, salads, and fried meats. The soups include creams, broths, bouillons, chowders, purees, pepper-pots and the like. It is two books in one, separately indexed, printed on bond paper, leaf 3x7 inches, bound in flexible cover.\$1.25

Tellman's Practical Hotel Steward (new, revised and enlarged edition by John Tellman). The duties of the modern hotel steward are concisely set forth. The author is a thoroughly practical man, known as a good organizer, an executive, a master of his calling. He is a man more of action than words; a logical thinker, with the ability to express himself clearly. The short, pithy sentences in his book and the large amount of information boiled down into small space has made it of particular value, not alone for stewards, but managers. The book contains lists for kitchen equipment for different sized houses, market lists, chapters on managing the help, buying, the care of meats, bills-of-fare, banquets, carving and party catering; also an exhaustive chapter on "wines of the world" and a chapter on wine room bookkeeping. In rewriting this book Mr. Tellman has adapted it for European as well as American plan. The new edition contains articles on accounting.\$2.50

The Hotel Butcher, Garde Manger and Carver, (Frank Rivers.) The author has cultivated a new field in culinary literature, and produced a book both novel and useful. His experience as butcher, carver, chef and steward enabled him to compile facts regarding meats and meat economics, from the butcher shop to the dining-room table, that will be invaluable to managers, stewards, chefs, and all persons employed in culinary work. His book digests the subjects of buying, handling, salting and service of meats, poultry and fish for hotels, restaurants, clubs and institutions. It is varied with suggestions for the use of meats and trimmings for particular dishes; the composition of these dishes set forth in concise form. The information is clarified by the use of about 300 illustrations. A valuable feature of the book is an appendix composed of "gleanings from THE HOTEL MONTHLY" of articles of particular interest to caterers; these including kitchen and refrigerator plans; illustrations of kitchens, pantries, and garde manger departments; specially contributed articles on meats and catering topics, including service; also editorial paragraphs. The index is so comprehensive that any item may be referred to on the instant. 200 pages. Price.\$2.50

The Epicurean, by Chas. Ranhofer. Recognized by epicureans and great chefs the world over as the standard for modern cookery. New edition, beautifully bound. Cover is embossed in gold, levant grain, waterproof and greaseproof. Eight hundred illustrations. Book weighs eight pounds. Price (carriage prepaid in the United States)\$10.00

Eggs in a Thousand Ways, by Adolphe Meyer, gives more reliable information regarding eggs and their preparation for the table than can be found in any other book. Mr. Meyer is a chef who has specialized on eggs and their service in the high class hotels, restaurants, and clubs of New York. The book is indexed and cross indexed so that any method of cooking eggs and any of the garnishes can be referred to on the instant. This index is so comprehensive that it embodies 2,300 references to page number. One half of it is under head of General Index; the other half under head of Departmental Index. The book starts with boiled eggs. Then (following the departmental index in alphabetical order) are: cold eggs, 79 ways; egg drinks, 22 kinds; eggs in cases, 25 ways; in cocottes, 24 ways; mollet, 79 ways; molded in timbales, 29 ways; fried, 33; fried poached, 38; hard eggs, 32; miscellaneous recipes, 27; omelets in 210 ways; poached, 227 ways; scrambled, 123; shirred, 95; stuffed, hard, 34; surprise omelets, 9; sweet eggs, 16; sweet omelets, 33. The recipes are in condensed form. The book is produced in vest pocket size, 150 pages, printed on bond paper. Price.\$1.25

Clifford M. Lewis' "American Plan Check System" is destined to serve a very useful purpose in stopping waste and increasing profits. The system has demonstrated its effectiveness in hotels conducted by Mr. Lewis, it has brought about great savings, both in storeroom issues and dining-room service, and provided not only a check between dining-room and kitchen, but also between front office and dining-room.\$1

Applegreen's Bar Book (John Applegreen, formerly of Kinsley's, Chicago, and Holland House, New York) is a standard work in high class mixed drinks; now in its third revised edition. The recipes occupy 56 pages of the book, and include 53 cocktails, 15 sours, 21 punches, 24 fizzes, 11 rickeys, 4 Collinses, 10 toddies, 6 coolers, 39 hot drinks, 14 highballs, 19 party drinks, 11 juleps and smashes, 14 temperance drinks, 6 daisies, 7 frappes, and 50 miscellaneous drinks, including appetizers, bracers, headache mixtures, flips, invigorators, brain dusters, and the like. The book is indexed, printed on bond paper, bound in flexible cover.\$1.25

Drinks (Jacques Straub, wine steward of The Blackstone, Chicago) is the latest in hand books for the buffet. It contains 700 recipes for alcoholic and non-alcoholic drinks, including 400 cocktails. The author has prefaced the recipes with a chapter on "The Therapeutic Values of Wines." The book is 96 pages, printed on bond paper, bound in flexible cover.\$1.25

The American Waiter (John B. Goins) is the only published book that treats intelligently of the waiter's work from bus boy to head waiter, for both hotel and restaurant requirements. The author has recently completed Part 2 of this book, the new part devoted largely to European plan service, and, combined with Part 1, which is devoted largely to American plan service, has rounded out a manual which is very valuable to those who would give table service of the kind suited for the average hotel. Interspersed in the book are chapters on the care of table wares, salad making, table setting, carving, dishing up, handling of sea foods, building of banquet tables, and many other useful items of information. The book is illustrated, vest pocket size, printed on bond paper.\$1.25

The Frank E. Miller Monthly Wages Table Book for 28, 30 and 31-day months is in form of three wax engraved sheets bound into a flexible cover. The tables are from \$10 to \$100 a month. Price.\$1.25

Clarenbach System of Hotel Accounting (second edition). Describes a complete system of bookkeeping for the average hotel of the American plan; and with slight changes can be adapted for all kinds of hotels. It utilizes the Hotel Monthly patented room rack ledger system for the front office, and provides simple and effective methods of keeping track of the different departments, as store room, wine room, cigar room; also explains method of keeping the private office books, including journal, ledger, and private office cash book. The only complete system of hotel bookkeeping in print; profusely illustrated. Printed on linen ledger paper.\$2

Preston's Calculator is the old standard, based on ¼ days at so much per day, or week, or month of thirty days, or fraction thereof. The tables range upward from 50 cents to \$10 per day; from \$2.50 to \$50 per week; and from \$5 to \$150 per month. Price.\$0.06

Hospitality (John McGovern) is a series of chapters presenting in entertaining fashion the history of hospitality from the earliest record of man on earth to the present time.\$1

The Twentieth Century Bakers' Book, revised and with new illustrations. A very useful book for suggestions and designs in the way of French pastry. Price.\$0.06

Whitehead's American Pastry Cook. The qualities of the recipes are calculated on the average orders of about fifty persons choosing from a bill-of-fare. This book also contains chapters on salads and cold meat dishes. In his introduction to the book Mr. Whitehead says: "In many of the more important matters such as puff paste, bread and rolls, cakes, ices, creams, and pie mixtures, and in cold meat dishes, corned beef management and salads, the standard of one pound or quart used will be found to make the recipes equally useful for private families, and the trouble of dividing the larger quantities in other cases will probably be fully repaid by the simple conciseness of the directions, the absence of all technical jargon, and the professional knowledge of the art of cookery imparted in every page. Price.\$2

Whitehead's Hotel Meat Cooking, comprising hotel and restaurant fish and oyster cooking; how to cut meats; and soups, entrees, and bills-of-fare. Several thousand copies of this book have been printed and sold, and thousands of hotel keepers and caterers acknowledge a great debt to the author, due to the influence of this book, which teaches the careful handling of food, the necessity of cleanliness in all departments of the kitchen, and presents many suggestions for bill-of-fare dishes that can be made from left-overs and served at a profit; also suggestions for

using up all parts of the carcass that are good for food. The book is interspersed with anecdotes and snappy little editorials scintillating with wit and wisdom.\$2

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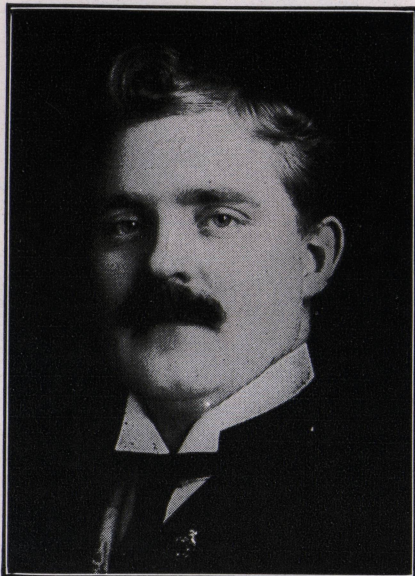
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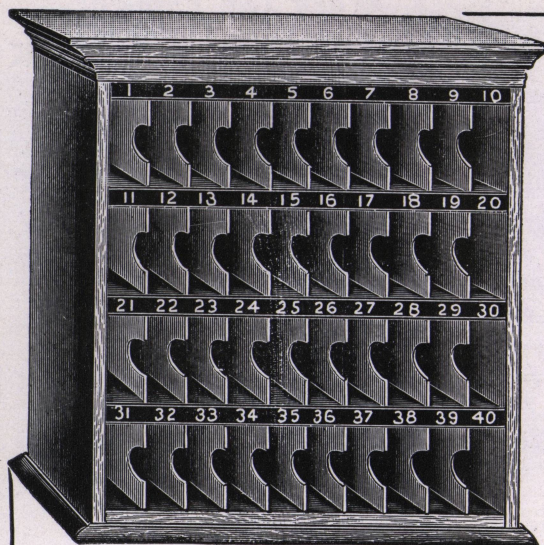
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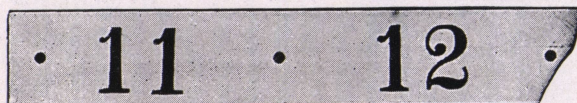


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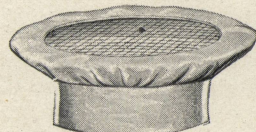
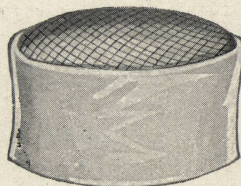
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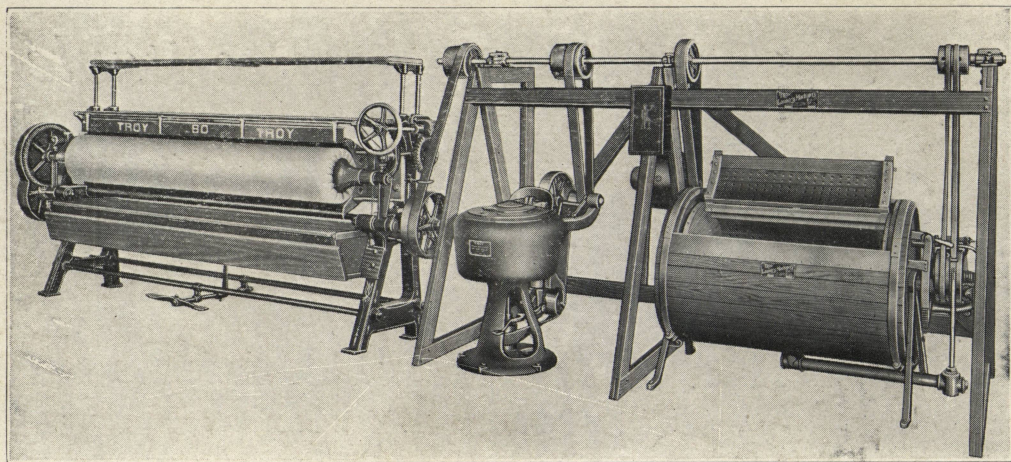
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